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# Automotive News

*The Newspaper of the Industry*

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# U.S. WARNS LABOR MONOPOLISTS

## *Chrysler Strike Talks to Resume on Monday*

## Sparks

**Hudson Rolls Along**
**Pratt Recites Gains**
**Bob Garden**
**Auburn After Business**

*By*
*Chris Sinsabaugh*

**HUDSON'S George Pratt, right, tells company's 1940 sales record to the conductor, left.**

THE GOBBLE, gobble, of the Thanksgiving turkey brought George Pratt back from California to Detroit. The general sales manager of Hudson checked in at the plant the day before the big eat, enthusiastic over his success in peddling his product on the West Coast only to encounter a counter-wave of enthusiasm at headquarters.

In the huddle with Bill James, advertising and merchandising manager, and Pratt's two aides, Tod Beeching, who handles the midwest region, and Herb Byrne, who looks after the eastern territory, with this column conductor listening at the keyhole, it came out that Hudson in a sales way is traveling almost as fast as the Hudson automobile did over the salt beds of Utah when it smashed so many stock car records.

* * *

ALTHOUGH the huddlers whispered in this conference my sharp ears overheard Pratt as he said, after looking over his statistics, that the 1940 car-model year results show that from the middle of August through November shipments will total 41,740 units, whereas for the entire 1939 car-model year which wound up the last of July the cash register shows that 56,302 units were bought and paid for. Which means that results at the end of this November equal 74 percent of the entire shipments of '39 stuff. With this kind of a current sales showing Pratt opines his selling organization should give the old gear a bad beating.

* * *

BOTH Pratt and Bill James claim they have the "fastest sales gain"
(See SPARKS, Page 19, Col. 1)

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## Foremen Union's Demand Ties Up Peace Conference

### Wage Dispute Also Factor In a Further Delay of Negotiations

DETROIT.—The Chrysler-CIO strike entered its eighth week Friday with conferees apparently no nearer an accord than they were when production came to a halt Oct. 6.

Conferences were ended Friday and were to be resumed Monday.

Bright prospects for an early settlement, which were evident a week ago, went glimmering late last week when questions of wage rates continued the deadlock and the announcement of demands from the CIO Foremen's union in the Dodge plant fell like a bombshell into the conferences.

To date the Chrysler tieup has exceeded in duration any similar labor dispute in the major automobile plants.

Demands for recognition by the Foremen's union was quite an unexpected development and apparently premature, so far as the union was concerned. The reaction of the corporation was that acceptance of such recognition by the corporation would place the union in the position of sitting on both sides of any future conference tables. It was pointed out that foremen are an important link in management's relationship with its workers and, if this group also represented the union, management's voice with its workers would be lost.

In previous agreements with the
(Continued on Page 17, Col. 1)

## The Last Straw!

PATIENT, plodding, gullible old John Q. Public is getting just about fed up with the kind of harebrained labor leadership which can, at will, throw a monkey wrench into the recovery program of the United States of America. Once aroused, Public Opinion is the safest court in which to air a case and have it tried. Old Abe laid down the American axiom that you can't fool all of the people all of the time!

After six weeks of constant negotiation between the CIO-UAW and the Chrysler Corporation over a new contract. After the thousand and one details and points of maladjustment had been carefully ironed out before state and federal mediators. With everyone in the Detroit area, whether directly involved or not in the dispute, sitting with frayed nerves and hoping against hope that we could celebrate Thanksgiving with something to be thankful for, along came
(Continued in "A Word in Edgewise" Page 4, Col. 3)

## U. S. Is Urged to Repeal Automotive Excise Taxes

NEW YORK.—The strong opposition of the automobile manufacturing industry to the special federal excise taxes on its products was reaffirmed through a presentation on the discriminatory nature of these levies, made at hearings just concluded by U. S. Treasury officials.

Testimony presented at the invitation of the Treasury department was offered by the Automobile Manufacturers Assn. not only on behalf of its members but in support of the motor industry's customers, as the welfare of both, it was pointed out, are closely inter-related.

The automobile industry has consistently opposed the federal excise taxes, which were put in effect by Congress in 1932, as special emergency levies. The brief pointed out that this position is taken for the following specific reasons:

The taxes in question are discriminatory. While the automobile industry has always been willing to shoulder its equitable share of all necessary tax burdens, it objects to being singled out, along with a few other industries, for special levies on sales of its products. This discrimination against automobiles, parts and accessories has been intensified since the taxes were first imposed in 1932, as they have been repealed in the case of most of the other items which originally bore them.

The excises constitute a tax on transportation, as the modern motor vehicle represents personal transportation depended upon by millions for business as well as social and cultural values. These taxes are actually a burden on the consumer, since, while paid by the manufacturer, they necessarily appear finally in the selling price of the product.

Federal excises represent mul-
(See EXCISE TAX, Page 6, Col. 1)

## Anti-Trust Laws Seen Applicable To Union Tactics

### Move Is Seen Reflecting Change in Policy of U.S. Administration

By William Ullman
Washington Correspondent

WASHINGTON. — Evidence of a growing determination on the part of the Administration to attempt to bring some order out of the present labor chaos and to pin a measure of responsibility on labor leaders and labor organizations that heretofore have been running roughshod without consideration of the public interest, was revealed here last week.

This evidence, and it is quite unmistakable, came in the form of a definite, plain-spoken warning from Assistant Attorney General Thurman Arnold that labor unions face prosecution under the anti-trust laws for any "boycotts, strikes or coercion" that have "no reasonable connection" with wages, hours or other court-approved objectives of union organization.

This statement of the Administration's position through the Department of Justice came in the form of a letter from Arnold to the secretary of the Central Labor Union at Indianapolis.

In the letter, made public as a statement of policy because of many inquiries which have followed the department's investigation into allegedly illegal restraints in the construction industry, Arnold set forth the following types of union activity which he declared
(Continued on Page 8, Col. 3)

## *Johnson Outlines Policies Of Car Makers to AAA*

Special to Automotive News

WASHINGTON. — An important statement of policy and principles, involving maker, dealer, labor and consumer, was embodied in the address made before the American Automobile Assn. convention by Pyke Johnson, executive vice-president of the Automobile Manufacturers Assn.

**Pyke Johnson**

Temporarily overshadowed by the more sensational news dispatches concerning Secretary of the Interior Ickes' unfounded potshots at the trucking industry, Johnson's address emerges in retrospect as the most significant statement made to the AAA convention, bearing as it does upon every phase of the automotive industry and its relationship to the public, consumer or otherwise.

On the subject of artificial control in the industry, Johnson declared:

"Should any essential part of the production and selling process pass from the competitive sphere to a controlled zone; should productivity be limited arbitrarily and without relation to the reasonable capacity of men and machines to produce, or to the capacity of the public to consume, the worker in the factory, as well as the consumer, the dealer and the investor would lose the one key factor that has made the industry great. There are enough languishing industries today where control and regulation have supplanted competitive pressures, and in which neither high prices nor high wage rates yield respectable earnings to investor or worker.

"Complete as is the acceptance of collective bargaining in the motor industry, wholehearted as the effort is to meet employe objectives in establishment of working conditions, the managements of the motor companies see clearly a
(Continued on Page 6, Col. 3)

### The Top Ten
**PASSENGER CARS**

**First Ten in Registrations as Reported in AN Today:**

| 1939 Pos. | Make | 1938 Pos. |
|---|---|---|
| 1—465,951 | Chevrolet | 353,059— 1 |
| 2—378,596 | Ford | 293,192— 2 |
| 3—310,323 | Plymouth | 211,148— 3 |
| 4—160,746 | Buick | 122,688— 4 |
| 5—159,508 | Dodge | 75,745— 5 |
| 6—119,310 | Pontiac | 70,827— 6 |
| 7—109,067 | Olds. | 66,117— 7 |
| 8— 65,643 | Stude. | 30,785—11 |
| 9— 56,465 | Chrysler | 34,822— 9 |
| 10— 50,623 | Mercury | ..... .. |
| Total All Makes | | |
| 2,114,405 | | 1,428,708 |

For complete standings of all makes, see Page 13 this issue.

## Oct. Retail Sales Of 277,158 Units Reported by AMA

NEW YORK.—Automobile retail sales in the United States, as reported by all manufacturers, during the 10 months ended with October showed an advance of 46 percent over the same period of last year, according to the Automobile Manufacturers Assn. During the 10 months 2,624,738 motor vehicles were delivered to consumers.

October retail sales of passenger cars and trucks, amounting to 277,158 units, were 82 percent ahead of October, 1938.

Passenger car deliveries totaled 2,191,683 units in the 10 months, the AMA reported, representing a gain of 48.8 percent by comparison with last year. Commercial vehicles were up 35 percent from the 10-month total last year, with a retail sales total of 433,055 units.

October retail sales of passenger cars totaled 236,180 units, compared with 134,984 last year, or a gain of 75 percent. Truck sales totaled 40,978 for the month, compared with 17,327 a year ago, representing an increase of 136 percent.

# Washington Dealers Attack GM's New Pricing Plan

## *Deplore Chrysler Strike, Ask Arbitration Machinery*

By D. M. Trepp
Staff Correspondent

SEATTLE.—General Motors' new pricing plan was attacked and a resolution was passed deploring the Chrysler labor difficulties, at the annual meeting of the Washington Automotive Trade Assn. here last week.

The Chrysler resolution recommended that the "proper agencies of the federal government and the state of Michigan" set up machinery so that "labor difficulties in the future at any automotive plant may be arbitrated."

The association reiterated its threat that, unless factory attitude toward dealers improves, dealers in Washington will re-introduce at the 1941 session of the legislature the bill to limit and control dealer-factory relationships through declaring a dealership to be a "business affected with the public interest." This bill would provide for limitation of dealerships by issuing certificates on the basis of "public necessity and convenience."

This was the best attended state meeting held in recent years, bespeaking a rejuvenated association for the dealers. A greater spirit of co-operation and united-front in battling for common welfare was more apparent than ever before. Dealers were present from all sections of Washington. The action taken was practically unanimous.

Reports for the past six weeks show a tremendous increase in factory deliveries of new cars, especially General Motors cars which was said to be due to "freight consciousness" on the part of car buyers. This reflects one of the evils of the plan, according to Carl Heussy, manager and attorney of the association.

"This plan makes purchasers realize freight costs," Heussy declared, "so the buyer schemes to evade this cost in every possible way. Many go to the factories, but some do not have the time nor money to do so. This has resulted in individuals in the state hiring young fellows to go to the factories and drive cars to this area. Bus fare is paid for the 'kids' and the usual wage payment is $25. Five or 10 cars are thus driven here in a caravan. So the plan aggravates the caravan problem, against which state and city laws have been recently enacted."

**Hit Bootlegging Evil**

At the convention, the bootlegging evil was also called to the attention of dealers; this again being held a factory responsibility. This scheme as outlined, is for a large used car dealer in Seattle, or a major center, to obtain an outside dealership in some smaller town in the state. This dealership, it was charged, is considered a "fence" to wash sales through. The new car buyer transacts his business at the used car establishment in Seattle, it was claimed, and the car, already shipped to Seattle instead of going on to the smaller town, is delivered there at cut price. Thus the "outside dealership is virtually a dummy dealership and disrupts the markets in other parts of the state," declared Heussy.

This bootlegging setup was discussed in detail at the meeting. Due to these various factory-dealer relationships, the conclave was of the unanimous opinion that "in view of continued factory coercion from certain factories and evident lack of co-operation on many important matters" that the association will prepare and have passed (it is hoped) at the 1941 session of the state solons, the act proposed at the 1937 and 1939 sessions, to supervise and regulate "automobile dealers and repairers."

That act declares the business to be one affected with the public interest, and thus subject to regulation and limitation as to number of trade outlets. It is drastic in its control, requiring licenses, which would not be granted except on proper showing of "public convenience and necessity."

**Cite 'Local Conditions'**

The GM resolution stated that the policy of the corporation "fails to take into consideration local conditions" and urges GM to take "such steps as will give to its dealers the same opportunity to make a profit as dealers in other parts of the country, by adjusting said policy to take into consideration freight investment, labor costs, selling expenses and local taxes." It was asked that steps be taken "to prevent what will otherwise become a chaotic condition among the automobile dealers of the state."

The Chrysler resolution deplored the labor difficulties of the Chrysler Corp. which affects also "thousands of dealers throughout the United States" who are "suffering as a result of said labor disputes." The association, in its resolution, sets forth:

"That this association on behalf of its members and their employes in this state hereby appeals to the proper agencies of the federal government and of the state of Michigan, to take immediate steps to reopen the Chrysler plants and to set up such machinery that labor difficulties in the future, in any automotive factory, may be arbitrated and adjusted without a cessation of work."

## Chicago Show Sales Top '38 By 33 to 50%

CHICAGO.—The gain in sales at the 40th annual Chicago automobile show was proportionately higher than the increase in attendance over 1938, according to a bulletin issued by the Chicago Automobile Trade Assn. "New car sales reported by exhibitors ran from 33⅓ percent to 50 percent over 1938," the bulletin says.

Attendance showed a 23 percent upturn, due partly to extending the show from the customary eight days to nine days. The estimate was 381,000 as against 310,000 last year.

During the show and since it closed on Nov. 12, dealers here agree that the public has been in more of a buying mood than at any similar period in 10 years.

The CATA is also celebrating a new peak of 397 in membership, which has registered a 100 percent increase in the past 18 months. Members of the organization, it is stated, account for about 95 percent of the new car sales in Cook county.

## Hudson Sales Continue Gains

DETROIT.—Hudson retail sales for the two weeks ended Nov. 11 totaled 4,690 cars, maintaining the 10-year record pace set by the company since the introduction of 1940 models, it is announced by George H. Pratt, general sales manager.

Organization gains for the current season total 463 new retail dealers, Pratt also reported.

## Akron C. of C. Appoints Bennett Secy.-Manager

AKRON.—Akron's chamber of commerce directors have ended their long hunt for a secretary-manager by dipping into a field of some 60 potential appointees and selecting a man who bows to few in the extent of his organization and promotional experience.

He is Harry Bennett, former newspaperman and for 14 years executive secretary of the Akron District Automobile Dealers Assn. He succeeds the late L. C. Warner.

### *New Tire Offered*

AKRON.—A new kind of industrial tire, combining the advantages of both the pneumatic and solid types, has been perfected by the B. F. Goodrich Co. It is known as the Goodrich Silvertown Cushion Type tire.

## Rulers of Soap Box Derby for '40 . . .

NEWSMEN FROM ALL SECTIONS of the country, named to the National Newspaper Advisory Committee for the Soap Box Derby, attended the annual rules meeting in Detroit and will serve as an advisory group to assist the National Contest Board and National Finals Technical Committee. Left to right, front row, are Hal F. Lindley, Los Angeles News; Leo J. Fox, Cleveland News; T. E. Groehn, Detroit News; F. E. Bennett, Ft. Wayne (Ind.) News-Sentinel; J. H. Kennedy, Buffalo Courier-Express, and Harold B. Smith, Wichita (Kans.) Beacon. Rear row, left to right, Phil J. O'Toole, Portland Oregonian; H. M. VanDevender, Atlanta Constitution; Paul Waitt, Boston Herald-Traveler; R. L. Martin, Flint (Mich.) Journal; Ray Haynes, Benton Harbor (Mich.) News-Palladium; Ray Kuhn, Bay City (Mich.) Times; Myron E. Scott, Dayton (O.) Daily News, chairman of the committee and originator of the Derby in 1934, and J. W. Schlemmer, Akron (O.) Beacon-Journal.

"SUPREME COURT" of the Soap Box Derby is this Derby National Contest Board composed of, left to right, Irving Crump, editor, Boy's Life; Chris Sinsabaugh, editor, Automotive News; Franklin Reck, managing editor, American Boy, chairman, and Julian Leggett, technical editor, Popular Mechanics. Not shown is Arthur Wakeling, home workshop editor, Popular Science.

MEMBERS OF THE Derby National Finals Technical Committee are shown here. Left to right, front, are Ed O. Stallsmith, vocational director. Hower Technical School, Akron, O.; B. E. Fulton, Akron airport manager, and Franklin Reck, managing editor, American Boy. Rear, left to right, are J. W. Schlemmer, Akron Beacon-Journal; N. H. Keeling, Akron, and Myron E. Scott, Dayton (O.) Daily News and chairman of the National Newspaper Advisory Committee. Not shown is Horace Jellison, Akron.

## Soap Box Derby Committees Are Enlarged for '40

DETROIT.—Extension of supervision of the All-American Soap Box Derby to include a newspaper advisory board composed of representative newspapermen from all sections of the country, revision of racing rules in the interests of safety, impartiality and wider participation, and a change in the minimum age limit, were major items on the docket of three national committees which met here to plan for the 1940 running of the Derby. Chevrolet co-sponsors the race with newspapers.

Fourteen representative newsmen from nine states were named to the National Newspaper Advisory Committee, which played an important role in discussions pertaining to rule changes. Chairman of that body is Myron E. Scott, of the Dayton (O.) Daily News, who originated the Derby in 1934.

Few changes were made by the committees studying the 1939 regulations, but several refinements in the present rules were approved by the group in the interests of safety for the competitors. Wooden steering posts were prohibited; overall height was defined as including windshield if one is built onto the car; cockpits must be designed large enough to permit driver to get in and out without removing the steering wheel, and brakes should be faced with old tire tread rather than leather.

By general consent, the lower age limit was moved up from 10 years to 11, which means the age span included in the race will now be 11 through 15.

Franklin Reck, managing editor of "The American Boy," was named chairman of the National Contest Board, which includes Irving Crump, editor of "Boy's Life;" Arthur Wakeling, technical editor of "Popular Science;" Julian Leggett, technical editor of "Popular Mechanics," and Chris Sinsabaugh, editor of AUTOMOTIVE NEWS.

Members of the National Finals Technical Committee will include Scott and Reck who were named to serve with B. E. Fulton, manager of the Akron (O.) Airport; Horace Jellison, N. H. Keeling, J. W. Schlemmer, and Ed O. Stallsmith, all of Akron.

Newspapermen named to the National Newspaper Advisory Committee included, in addition to Chairman Scott, F. E. Bennett, Ft. Wayne (Ind.) News-Sentinel; Leo J. Fox, Cleveland News; T. E. Groehn, Detroit News; Ray Haynes, Benton Harbor (Mich.) News-Palladium; J. H. Kennedy, Buffalo Courier-Express; Ray Kuhn, Bay City (Mich.) Times; Hal F. Lindley, Los Angeles News; R. L. Martin, Flint (Mich.) Journal; Phil J. O'Toole, Portland Oregonian; Harold B. Smith, Wichita (Kan.) Beacon; H. M. VanDevender, Atlanta Constitution; Paul Waitt, Boston Herald-Traveler and J. S. Schlemmer, sports editor of Akron Beacon-Journal.

## *New Arteries Are Declared Solution to Traffic Problem*

Special to Automotive News

WASHINGTON.—The only "cure" for modern traffic conditions in the larger cities of the United States lies in the construction of traffic arteries, both elevated and depressed. Besides relieving traffic congestion, such arteries would help restore property values in downtown areas.

These facts were emphasized by Dr. Miller McClintock, director of the Bureau of Street Traffic Research, in an address here before the National Construction Congress held under auspices of the Chamber of Commerce of the United States.

Dr. McClintock declared that 33,000 deaths, 250,000 permanently injured, and a million others involved in traffic accidents each year cover a total cost as great as the annual output of motor cars in this country. Traffic congestion, he said, is not only the cause of these accidents but also is the cause of other economic losses to cities which 20 years ago did not have an automobile and were not built to meet this problem and, therefore, must be redesigned and rebuilt.

This congestion is forcing a redistribution of business, banking and social life, "leaving behind obsolete and decaying sections about which nothing can be done unless the arteries for traffic are provided."

### *Buy Dealerships*

RUSSELLVILLE, Ark.—Ray and Delbert Lee have purchased the Euel F. Walthall Ford dealership in Russellville and the Thomas V. Jones firm in Dardanelle, and are opening a dealership in Atkins.

# Dealers tell me . .

**By William C. Callahan**

"THERE seems to be some misunderstanding," writes Sam Shapiro, manager of the Chicago Automobile Trade Assn. "regarding the results of the shopping survey that we made in October. Enclosed is our bulletin No. 30 giving the details. After you read it, you probably will come to the conclusion that trading is much more mild than generally supposed, especially when you compare the results with those of other surveys.

"Wild trading cannot be determined in terms of a spread. Thus, for example, if 10 dealers handling the same make of car are shopped and might offer $500, one $525 and another $575, while the spread may be $75, at the same time it is perfectly obvious that the very great majority of the dealers shopped are not wild bidders. From this standpoint, it is clear that there is not as much wild trading in Metropolitan Chicago as was previously rumored.

*"Further, inasmuch as very few customers go to more than two or three dealers, and since in the above-mentioned case the chances of the customers contacting the high dealer are slim, trading conditions can only be determined in terms of the 'mean,' or the number of dealers using approximately the same figures."*

* * *

CASE histories of each shopper's experience in the CATA survey are as follows:

Seventeen Buick dealers were shopped by a 1938 Buick Roadmaster touring fordor trunk sedan, Series 38-80, Model 38-81. Customer wanted 1940 fordor trunk sedan. Allowances from low to high as follows: $750, $750, $750, $750, $750, $750, $750, $750, $757, $775, $800, $800, $800, $800, $800, $825. Car appraised 10 times from the desk, twice from the curb, in two cases the motor was started, and in three cases the car was driven.

Three Cadillac-LaSalle dealers shopped by 1939 Oldsmobile fordor six-cylinder sedan, Series 70. Customer wanted 1940 Cadillac Series 62 fordor sedan. Allowances: $750, $750, $750. In two cases the used car was driven by the appraisers, and in one case the motor only was started.

*Twenty Chevrolet dealers shopped by* 1937 *Chevrolet Deluxe tudor sedan. Customer wanted* 1940 *Chevrolet Deluxe tudor. Allowances:* $400, $400, $400, $400, $400, $400, $400, $400, $400, $400, $400, $400, $400, $400, $425, $425, $425, $425, $425. *Car appraised three times at the curb; in* 11 *cases the motor was started, and in six cases the car was driven.*

* * *

SIXTEEN De Soto dealers shopped by 1938 De Soto fordor trunk sedan. Customer wanted 1940 De Soto deluxe fordor sedan. Allowances: $520, $525, $525, $540, $540, $545, $550, $550, $550, $560, $560, $560, $580, $590, $600. Car appraised once from the desk, three times through the window, five times at the curb, motor started six times, and car driven once.

Seventeen Dodge dealers shopped by 1939 Dodge fordor special sedan. Customer wanted 1940 deluxe fordor sedan. Allowances: $650, $650, $650, $650, $650, $650, $650, $650, $650, $650, $700, $725, $725, $725, $725, $725. Car appraised eight times from desk, twice through the window, motor started in seven cases.

*Nineteen Ford dealers shopped by* 1939 *Standard* 85 *Ford tudor. Customer wanted* 1940 *Ford Standard tudor sedan* 85. *Allowances:* $525, $530, $530, $533, $535, $535, $540, $545, $550, $550, $550, $550, $550, $550, $550, $575, $575, $575. *Car appraised from desk four times, five times through the window, seven times at the curb, motor started three times.*

* * *

TEN Hudson dealers shopped by 1939 Hudson fordor touring sedan, Model 91. Customer wanted 1940 six-cylinder deluxe fordor sedan. Allowances: $575, $575, $600, $665, $665, $695, $700, $710, $710, $725. Car appraised from desk seven times; through the window once; at the curb once, and motor started once.

Twelve Nash dealers shopped by 1938 Nash-LaFayette fordor sedan, Model 3818. Customer wanted 1940 Nash-LaFayette fordor sedan. Allowances: $550, $550, $560, $560, $565, $565, $585, $590, $595, $595, $600, $600. Information not available as to how appraisals were made as shopping representative failed to obtain this data.

Eighteen Oldsmobile dealers shopped by 1939 Oldsmobile fordor six-cylinder sedan, Series 70. Customer wanted Oldsmobile 1940 deluxe fordor sedan. Allowances: $750, $750, $750, $750, $750, $750, $750, $750, $750, $775, $775, $795, $800, $800, $810, $815, $825, $825. Desk appraisal in 10 cases; through the window in three cases, and at the curb in five instances.

Eight Packard dealers shopped by 1937 Packard six-cylinder fordor sedan, Model 1082. Customer wanted Packard tudor sedan, Model 110. Allowances: $450, $475, $485, $490, $491, $500, $500, $540. Appraisal three times through the window, and five times at the curb.

*Sixteen Plymouth dealers shopped by* 1939 *Plymouth tudor deluxe sedan, Model P-8. Customer wanted* 1940 *Plymouth tudor deluxe sedan. Allowances:* $585, $600, $625, $625, $644, $650, $650, $650, $655, $660, $665, $670, $675, $675, $675, $700. *Appraised twice from desk, twice through the window, nine times at the curb, and motor started three times.*

* * *

SIXTEEN Pontiac dealers shopped by 1939 Pontiac six-cylinder deluxe fordor sedan, Model 6EA. Customer wanted 1940 deluxe fordor six-cylinder sedan. Allowances: $670, $670, $670, $670, $670, $670, $670, $670, $695, $700, $725, $725, $725, $745, $750, $750. Appraised four times from desk, four times through the window, seven times at the curb, and motor started once.

Ten Studebaker dealers shopped by 1938 Studebaker six-cylinder Commander cruising sedan, Model 7-A. Customer wanted 1940 Studebaker fordor sedan. Allowances: $550, $550, $550, $550, $550, $560, $560, $565, $580, $580. Appraised six times at curb, motor started in three cases, and car driven once.

Five Willys dealers shopped by 1938 deluxe fordor Willys sedan. Customer wanted 1940 Willys deluxe fordor sedan. Allowances: $350, $360, $370, $375, $425. Appraised twice at desk, once through the window, and motor started twice.

# Minn. Dealers to Back NADA

## Favor Return To Jan. Show, Elect Gustafson

By Arthur G. Patterson
Staff Correspondent

MINNEAPOLIS.—Efforts of the National Automobile Dealers Assn. to secure more equitable dealer contracts, were endorsed by members of the Minnesota Automobile Dealers Assn. at its annual convention at the Radisson Hotel here last week. The group also endorsed the efforts of the NADA to bring about a peaceful settlement of the Chrysler strike.

Convention delegates also went on record condemning the rapidly growing evil of selling all types of merchandise at discounts to the general public including employes of federal, state and municipal governments, large firms, and insurance companies through purchasing agents and other means. Officers of NADA were instructed to co-operate with all of the trade organizations and to assist in every possible manner in order to curb this practice.

**Officers Are Elected**

Delegates also instructed their officers to advise automobile manufacturers that announcements of new automobile models after the first of the year, would be to the best interests of the dealers.

Board of directors held its meeting the first day, at which time officials discussed state dealer and federal legislation. This was followed by the election of officers:

President, C. D. Gustafson, Thief River Falls; vice-presidents, C. H. Eldridge, Madison, W. A. Skogmo, Fergus Falls, George Ziesmer, Mankato, and R. E. O'Connell, Marshall; secretary, Jerry Conlon, Duluth; treasurer, R. N. Jones, Minneapolis; Minnesota NADA director, John Finch, St. Paul; member NADA legislative committee, H. M. Whisman, Minneapolis, and general manager, Whisman.

A capacity crowd attended the convention proper. John Finch, retiring president, gave his report in which he stated that the year just closed was a very active one along legislative lines and that every effort was made to protect the interests of the dealers. In this connection, Finch paid tribute to the excellent work on legislative matters performed by H. M. Whisman, general manager of the association. Finch also reported an increase in membership and that the organization is operating in the black with money in the bank.

**Warns of Bootleggers**

In discussing "birth certificate" laws, J. J. McCutcheon, Omaha, secretary of the Nebraska Automobile Dealers Assn., pointed out that one of the outstanding advantages of such laws is that it prevents new automobiles from getting into the hands of "bootleggers."

"Don't go away from here with the idea," he said, "that whatever is done your state and federal taxes will be less. Just make up your mind that if they don't reach

(See MINN. DEALERS, Page 8, Col. 5)

NEW OFFICERS of the Minnesota Automobile Dealers Assn., elected last week, include the following, left to right, H. M. Whisman, Minneapolis, secretary-manager; R. N. Jones, Jones Motor Co., Minneapolis, treasurer; George Ziesmer, Ziesmer Motor Co., Mankato, vice-president; C. D. Gustafson, Gustafson and Son, Inc., Thief River Falls, president; C. H. Eldrige, Eldrige Motor Co., Madison, vice-president; R. E. O'Connell, Mankato Motor Co., Mankato, vice-president, and John Finch, Finch Downtown Chevrolet Co., St. Paul, director National Automobile Dealers Assn.

AMONG THOSE present at the Minnesota Automobile Dealers Assn.'s annual convention last week were, left to right, Oscar A. Bonham, manager, Omaha zone Chevrolet Dealers Assn., Omaha, Neb.; H. H. Hill, district manager, Chrysler Sales Corp., Kansas City, Mo., and P. K. Priest, of P. K. Priest, Inc., and Lakeland Motors, Duluth, Minn.

LEFT TO RIGHT, C. J. Flaherty, Flaherty Brothers, Elk River; Frank S. Stone, manager, Minnesota Motor Trades Insurance Agency, Minneapolis, and R. J. Lahn, Anoka Garage (Pontiac), Anoka.

# *Hoffman Outlines Program For Further Traffic Toll Cut*

Special to Automotive News

WASHINGTON. — Speaking as president of the Automotive Safety Foundation, Paul G. Hoffman, head of Studebaker Corp., last week laid before a huge gathering of District of Columbia, Maryland and Virginia businessmen, gathered in the National Capital under the auspices of the Washington Board of Trade, a comprehensive program for drastic reduction of automobile deaths and injuries. Highlights were:

Courses in traffic safety education to be made a part of the public school curricula.

An absolute ban on traffic ticket fixing "for anyone, anytime, anywhere."

A complete overhauling of city streets to such an extent that 90 percent of accident possibilities may be "designed out" of them.

Investigation to determine if "reckless and negligent" drivers are properly prosecuted and what steps should be taken to enforce prosecution.

Hoffman launched a survey of the national safety campaign with an appeal to the board members for "participation in a war now being waged throughout the United States—a war on highway deaths." He pointed out that when the automobile manufacturers first actively supported the safety drive in 1935 the death rate for the nation was 17.4 for every 100,000,000 vehicle-miles the country traveled. The present rate, he said, is 10.9, representing a saving of 29,000 lives, a reduction by 1,000,000 of the total of personal injuries and $1,000,000,000 cash saving in damage.

NATIONWIDE SERIES of retail sales training meetings being conducted by Nash is now under way at key points throughout the country. A modernized sales training program, in which the entire Nash selling organization is participating, the project is designed to help increase the earning power and selling efficiency of Nash salesmen. Shown as one of the first meetings opened in Detroit are, left to right, A. C. Tiedemann, Great Lakes regional manager; Charles Abbott, president of Nash Detroit Co., distributor; C. B. Canavan, Great Lakes regional merchandising manager, and Howard Bauer, sales manager of Nash Detroit Co.

## Willys Appoints Bell Assistant Sales Chief

TOLEDO. — George Harold Bell, formerly associated with General Motors Corp. and later with Chrysler, has been named assistant sales manager of Willys - Overland Motors, Inc., according to M. J. Golden, general sales manager of Willys.

For nearly 20 years Bell has been in active field work, Golden said.

G. H. Bell

*Founded in 1925 as Automotive Daily News*

# Automotive News

*The Newspaper of the Industry*

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AUTOMOTIVE DEALER NEWS MAKER

*One sacred pledge we make our friends here and now. This publication, God willing and so long as it is in our charge, will never champion the cause of any individual or any corporation which is not for the best interests of the automotive industry as a whole. Nor will its columns be used to spread gossip or inflame prejudice. It will confine itself to the upbuilding of the industry it is pledged to serve, wholly through the dissemination of NEWS which is timely, authentic and of value.—(AN 6-10-1933).*

DETROIT, NOVEMBER 27, 1939

## Strikes are Costly!

JUST what the final cost of the present tieup of the Chrysler Corp. will be in dollars and cents none can predict now, and in all probability none will be able to compute with accuracy later. There can be little question, however, that the losses to date will take years to mend and, like lost sleep, can never be replaced.

In wages alone, figuring 55,000, Chrysler direct employes have lost seven weeks and allowing 40 hours per week, at the announced average wage of 97.6 cents per hour, the figure would run to the staggering total of $15,250,000. This figure does not include losses suffered by employes in supplier industries which is probably equal to, if not greater, than those suffered by direct Chrysler employes.

Then there are the Chrysler dealers. Under normal production conditions, it is quite likely that Chrysler in that seven-week period would have produced close to 200,000 automobiles and trucks. If we figure the value of these products at a wholesale average of $800 per unit, which is low, the total created wealth would run close to $160,000,000. This would have brought the dealers close to $40,000,000, at an average discount of 24 percent.

These figures do not take into account losses suffered directly by Chrysler Corp. in lost profits and the added costs of maintaining idle plants. Nor do they consider the cost directly to the union in prosecuting its strike and its obvious loss in dues collections from unemployed workers.

The fundamental issue in this controversy was, and still is, shall the management of Chrysler Corp.—whose leaders through their courage, vision, industry and ingenuity made that organization in 15 short years one of the three largest industrial units in the world—remain with those leaders; or shall that management be passed on to a parasitical group of labor leaders whose record for the creation of anything but dissension, is questionable.

This seems a tremendous price to pay for the answer to a problem which would seem immature even to the mind of a 10-year-old child.

## Who's Looney Now?

THERE is the old wheeze about the "nut" sitting on a curbstone writing a letter to himself. When asked what he was saying to himself, he replied that he really didn't know because he wouldn't get the letter until the next day.

There seems to be just about as much sanity in the CIO-Foremen's union organized in the Dodge plants here. Under this system the Foremen will get together in the Foremen's union to formulate demands to be presented to the foremen in the plant. Of course, the foremen will not know what the demands are until they are presented by the union, and the union will not know what the foremen's attitude will be until the foremen have had a chance to study the demands. Or do they? It's all about as fair and clear to us as though Chrysler were owner of a ball team whose base-runner intercepted a drive near second, tagged himself out and then threw to first for a double play.

## "—a word in edgewise"

By GEORGE M. SLOCUM

(Continued from Page 1)

**THE LAST STRAW!** a telegram from the Foremen's Union of the CIO-UAW demanding that they too be recognized.

* * *

That was a bombshell! There is no doubt but what it went off prematurely. The Gestapo of the union headquarters are still trying to find the culprit who timed the bomb to explode before the contract had been signed. Apparently it was intended that once the production line was started and the machinery all geared from the raw material supply through the dealers' showrooms, operating as only this great complex machine can be set up and operated in America, then would be the time for the explosion. Then perhaps (because the number of men involved was comparatively small) they could hope to force their demand for the unionization of foremen on the corporation, while no one was looking.

* * *

Now I think most of us would be frank to admit that there are many technical phases of the dispute involved in the Chrysler contract on which, if one be fair-minded, he finds it hard to pass judgment. I have never talked with an automotive executive who did not indicate that so long as there are great numbers of men employed in a great, complicated and far-flung organization, there will always be a continuous flow of discrepancies which must be adjusted between Labor and Management. I have heard them express the thought that management today welcomes a bargaining agency for Labor—IF it truly represents the majority of the workers and is honest in a desire to better their working conditions. But if Labor is going to have the kind of leadership which must depend for its standing on the amount of commotion it can cause, If it must incessantly keep up the appearance of being active in the workers' behalf in order to draw dues from the workers' pay envelopes, then we are indeed in a pretty kettle of fish. This latest demand of the CIO-UAW that foremen in the Chrysler plants be organized can be understood by any of us. It is just about the most transparent, stupid and flagrant abuse of privilege that has been exposed to the public since the CIO became a reality. Any 10-year-old schoolboy realizes that when two or more men are employed by another, there must be a Boss. The Boss is the man who sees that the worker does his job in the right way and fulfills the time for which he is paid.

* * *

Now, if these leaders had only taken Little Rollo from his fifth grade classes and asked him some questions they would have found out:

(1) That corporations have to be owned by somebody.

(2) That corporations have to employ a manager.

(3) That the manager has to employ department heads.

(4) That the department heads have to employ superintendents.

(5) That the superintendents have to employ FOREMEN!

So you see, as Little Rollo would have been glad to explain—really the stockholders who own the business have to depend on the FOREMEN to watch out for their interests and see that the men to whom they are paying hourly wages do the work for which they are being paid.

* * *

Little Rollo would probably be surprised that the great, big Labor Leaders did not see as plainly as he does, that you just have to have a Boss. For if you don't have any Bosses no one does any work and if no one does any work there will be no automobiles to sell and if there are no automobiles to sell at a profit, then there will be no money to pay the CIO-UAW laborers or the foremen or the management or the stockholders, which will mean there will be no factories and therefore no one will have anything to strike about and as Little Rollo says: "that ought to make us all very, very happy!"—G. M. S.

*The Motorist Abroad—Or Maybe We Could Use Two Thanksgivings*

## In This Corner— 'I Might Be Next . . . . .'

**The views expressed in this column are those of our readers. Anonymous contributions will not be accepted but confidence will be observed upon request.**

### Strike Racket

I have just read your front page editorial in the Nov. 13 issue of AUTOMOTIVE NEWS.

This is the first time, since the strike "racket" started in the automobile industry, that I have known an editor with guts enough to call a spade, a spade.

I may profit by the fact that Plymouth and Dodge are out of production, but I don't want to get business that way. For, I believe, unless this thing is licked now, I might be next. * * *

This letter is not intended for publication but is the outpouring of a thoroughly "riled" automobile dealer, who only wants to be left alone to "peddle" his wares, with at least a small measure of security.—A Chevrolet Dealer.

EDITOR'S NOTE: *While the name of the writer of the above letter is withheld in deference to his statement that it was not intended for publication, we feel that the letter so well summarizes the attitude of other dealers and salesmanagers in the industry to the plight of the Chrysler dealers that its publication is warranted.*

### Keep It Up

Was glad to read the front page editorial in your Nov. 13 issue on the Chrysler strike.

I'll agree with you that it is about time the administration started to attend to its own business and let somebody else's alone.

Keep up the good work!—W. J. Virtue, Chas. H. Eddy Co., Inc., Chicago.

### Excellent

I have received the automobile show copies of AUTOMOTIVE NEWS, and they will be very helpful to me in the preparation of the article I mentioned to you.

May I take this opportunity to thank you for your courtesy in co-operating with me in this matter. Your publication is an extremely excellent one from the point of trade reporting and make-up.—Paul H. Little, advertising department, Continental Casualty Co., Chicago.

### Valuable

While I am merely on the outer fringe of the automobile industry, I can't restrain from writing you how much I have enjoyed Chris Sinsabaugh's AUTO-Biography. Inasmuch as he has been in and out of it for so many years, his series of articles is a valuable contribution to the history of the industry. I am assuming they will be published in book form. They must be.—Marco Morrow, assistant publisher, Capper Publications, Inc., Topeka, Kan.

## Coming Events

**NOVEMBER**

30-Dec. 3—**Sioux Falls, S. D.** Automobile show.

**DECEMBER**

4-5—**Butte, Mont.** Montana Automobile Dealers Assn. annual conclave.

4-7—**Philadelphia.** American Society of Mechanical Engineers.

5—**Little Rock.** Arkansas Automobile Dealers Assn. annual meeting.

8-9—**Chicago.** Motor and Equipment Wholesalers Assn. annual convention.

11-16—**Chicago (Navy Pier).** Automotive Service Industries Show.

**JANUARY**

15-19—**Detroit (Book-Cadillac).** Society of Automotive Engineers annual meeting.

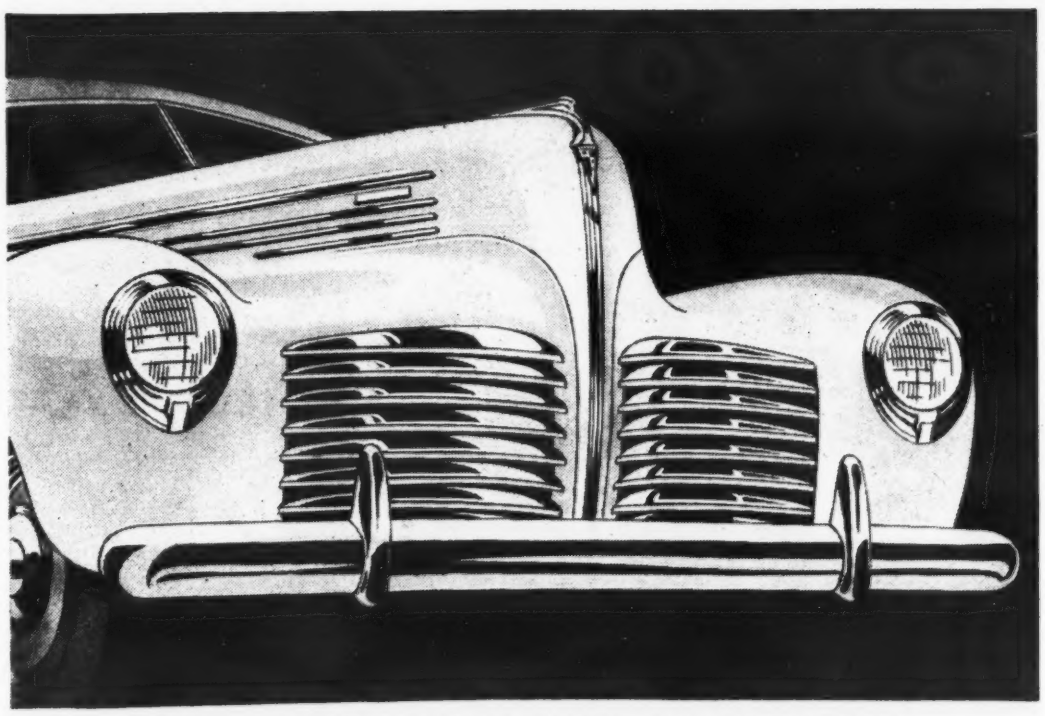
22-25—**Washington.** National Automobile Dealers Assn. annual conclave.

FASTEST GROWING DEALER ORGANIZATION IN THE INDUSTRY

# HUDSON

FASTEST SALES GAIN OF ALL LOW PRICED CARS

# 463 Outstanding Dealers Have Joined Hudson Since New Model Introduction



**MOST AMAZING LOWEST PRICED CAR EVER BUILT!**

**Distinctive front end of the new Hudson Six in the lowest price field . . . New lower prices starting at $670, delivered in Detroit, Federal taxes paid; State and local taxes, if any, extra. Prices subject to change without notice.**

Ask any or all of these 463 men *why* they changed to Hudson . . . and they'll give you reasons like these:

*They know the product* . . . and they see the opportunity presented by this *one* luxury line that covers *every* popular price class.

*They've watched its record* . . . its quick and enthusiastic acceptance by the Hudson organization, the trade and the public . . . its swiftly mounting sales curve. Hudson sales in October and the first half of November were well above any comparable period since 1929!

## Outgaining All Other Low Priced Cars

*Of special interest: They have seen the new Hudson Six in the lowest price field (THE CAR TO SEE with the "Other Three") pile up the biggest sales gain of any low priced car in the industry!*

These dealers know the value of a popular and fast-moving car in the big volume market. They wanted to build the foundation of their business on a car like this . . . backed up by sure-fire winners in every other popular price field. That's why they changed to Hudson!

Why don't *you* get all the facts about the 1940 Hudson line . . . and about the new Hudson franchise, fairest and squarest money-making proposition ever offered to automobile dealers? Your wire or letter to the factory will be answered immediately and confidentially.

**HUDSON MOTOR CAR COMPANY • Detroit, Michigan**

# Chicago's Used Car Inventories Continue to Climb

## *35-Day Supply on Hand; Late Models Show Increase*

By Mel Adams
Staff Correspondent

CHICAGO.—With late models accounting largely for the gain, Cook County dealers' used car inventories stood at a 35.4-day supply on Nov. 1 as compared with a 34.2-day supply on Oct. 1, it is disclosed in the Chicago Automobile Trade Assn. report based upon returns from 223 dealers.

Another significant feature of the report is that the monthly climb has continued without a break since it stood at a 28-day supply, the low for the year, on July 1. It is still well below the year's peak, 52 days, on Mar. 1.

October sales totaled 6,322 used cars, and stocks on hand at the end of the month were 7,443 units.

The rise in inventories on a per-day basis, as applied to late models, shows that 1936, 1937 and 1938 cars accounted for 62.5 percent of the total on Nov. 1 as against 60.4 percent on Oct. 1. By contrast, the sales of such models dropped from 45 percent in September to 44.2 percent in October.

For the first time since the reports were issued, 1939 models are included.

"Caution is very definitely the by-word in trading on used cars," comments the CATA in a bulletin.

A breakdown by yearly models reveals that sales exceeded inventories for cars up to and including those of 1935, and were less for the 1936 and later models. The summary follows:

| Models | Sales | Inventory |
|---|---|---|
| 1931 and older | 1,176 | 685 |
| 1932 | 406 | 266 |
| 1933 | 424 | 340 |
| 1934 | 520 | 510 |
| 1935 | 687 | 671 |
| 1936 | 983 | 1,408 |
| 1937 | 1,179 | 2,090 |
| 1938 | 636 | 1,158 |
| 1939 | 311 | 325 |

## Excise Tax

(Continued from Page 1)

tiple taxation. They are pyramided on a score or more forms of special taxation levied on the motor vehicle and its use by state and local governments. On a per car basis, the average new car purchaser has to pay $40 in taxes of various kinds before he is even allowed to use his car on the highways. During the first year's operation he pays $71.80 in taxes. Combine trucks with passenger cars, and the average for motor vehicles rises to a tax bill of $80.

The special taxes are burdensome on small incomes. Since most automobiles are owned by persons in the lower income brackets, the taxes fall most heavily on those least able to bear them.

The excise tax on automobile parts is particularly unfair. It is actually a tax on misfortune. The man who rips a fender or breaks a bumper is faced with this tax factor in his replacement costs, whether his car is new or old. Moreover, regardless of accidents, machinery wears with age, and any addition to parts costs weighs most heavily on the motorist in the lower income brackets, who usually drives the older used cars. The tax on parts actually tends to discourage highway safety, in that the levies apply on parts designed for making safer the operation of the vehicle.

## Studebaker Firm Opens New Office

NEW ORLEANS.—Expansion of Studebaker activities here was inaugurated last week with the opening of a new distributorship composed of three St. Louis and Kansas City automobile men who will operate the largest parts supply firm for this make of cars in this section.

The new distributor is Crescent City Motors, a partnership composed of Charles Eickel, Louis J. Eickel and Oliver E. Cinnater. In addition to sales and service for Studebakers, the company will operate a parts department for the entire Gulf area with $50,000 invested in parts.

### *Chapin Firm Sold*

SYRACUSE, N. Y.—The A. W. Chapin Co., Buick dealership in Syracuse for more than a decade, has been sold to the Syracuse Buick Co., Inc. The new firm is headed by John J. Costello, who resigned as manager of Buick's Philadelphia zone.

## Continuing Gains Are Foreseen for Instalment Sales

NEW YORK.—Continuing gains being made by installment selling were outlined by George K. Hubbard jr., vice-president and executive credit manager of Commercial Investment Trust Corp., in an address before the Metropolitan Controllers Assn.

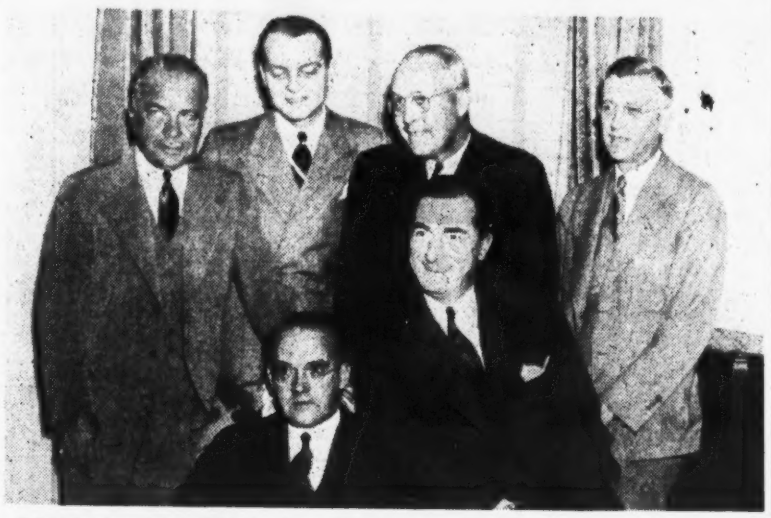
"Installment selling is here to stay and it will increase in volume," Hubbard predicted, adding that he does "not agree with those who believe we are ultimately headed for financial chaos because of its increasing public acceptance."

Opposition to installment selling, which was so strong in the past, Hubbard said, has gradually diminished and today "many who formerly forecast its failure are now staunch supporters." Hubbard pointed out that installment selling has helped to build the American mass production system because even though mass production has reduced the price of today's necessities, without installment selling "the average individual still could not buy and pay cash for many articles now in daily use."

### *ATA Meeting Set*

WASHINGTON.—The next regular meeting of the executive committee of the American Trucking Assns., will be held at the organization's headquarters here Dec. 7-8.

"Dealers Tell Me," by William C. Callahan, is an open forum for the expression of dealers' opinions. It appears weekly in Automotive News.



CADILLAC DEALERS in New England got all the details of the factory's plans for 1940 at a meeting in Boston. Participating in the meeting were, seated left to right, D. H. Ahrens, Cadillac general sales manager, and Frank Denny, advertising manager. Standing, Albion L. Danforth, New England distributor; R. L. Rickenbaugh, sales promotion manager of Cadillac; R. M. Brown, New England manager; Arnold Hauser, national service manager.

## *Johnson Outlines Policies Of Car Makers to AAA*

(Continued from Page 1)

line which cannot be broken without disaster to all, including the workers themselves. Control of production cannot be turned over to any group without cutting the heart out of the industry.

"The faith, courage and far-sighted vision of its leaders have already carried the automotive industry to great heights. Those same qualities may be expected to yield even greater dividends to the consumer and to society in the future."

With respect to dealer relations, Johnson said:

"As important as any phase is the maintenance of a strong dealer force to sell and service cars, to continue and improve the standards of dependability which the public expects and is entitled to on a national scale. With all the competitive difficulties involved, no aspect of the business has received more attention during the past few years than the maintenance and development of equitable relations between factory and dealer. Here again, and thinking of the interests of all concerned, the industry's objectives have been to find methods which will yield results in future years as well as at the moment.

"Our industry has objected with vigor, and continues to oppose, cure-alls for economic difficulties. It is believed that short-cuts to profits through resort to price controls, special forms of regulation, artificial devices of all kinds, are headed for disaster, and that there is no substitute for dependence on business horsesense and the pressures of competition, tough though it is.

"It has been suggested at times that in considering the dealers' phase of the business, the manufacturer has been too solicitous of the consumer. Actually, the industry's position has been much broader than that. The record of all history is that controlling competition acts as a narcotic. The patient feels good when the dope takes, but he can continue thereafter only with increasing doses and ultimate ruin. There isn't a manufacturer in the business who doesn't want healthy dealer organizations on a lasting basis."

Turning to labor questions, Johnson declared:

"No report to the consumer would be complete without dwelling on the situation today within the factories. Production levels are good and sales are good. The wage rates of the industry are close to a dollar an hour.

"All of you know that despite this generally active condition, today some plants are closed down; some dealers are turning back deposits on new cars; some purchasers are standing around waiting for delivery; and that close to 150,000 men are without work or wages. In the labor issues involved there has been no genuine complaint by individuals that the speed and quantity of work required of them has been stepped up. The production rate is based on many years of experience, and there is ample grievance procedure for adjustment of any genuine difficulty.

"We do not believe that in the long run labor itself will tolerate 'slow-downs' as tactics in relations with management. We know that once the public has a full realization of what is involved such tactics will be outlawed, just as the 'sit-down' was outlawed. We believe that ultimately the public will require that all groups given power under protection of law shall carry a balancing responsibility for their acts.

"Looking at the situation that exists today, however, we cannot blink at one broad issue in present events. The mainspring of the industry is the quality and the price of the product. The consumers' mark can be met and the successful future of the industry can be guaranteed only through the competitive freedom of management to turn out an improving product. Sustained employment and sustained wages must depend on the same thing."

That the industry is turning out an impressively improved car with each passing year, and doing so at less cost to the consumer and less profit to the maker, was emphasized by Johnson, who declared that "the industry expects to have to keep on sharpening its pencils."

## Orders at Twin Coach Reach New High Level

KENT, O.—An order from New York for 10 of its 27-passenger coaches is announced by the Twin Coach Co. here, which also has received a $2,000,000 order from the Seattle Municipal Railway, third within a week to shoot the company's volume to a new high.

## Car Sales Boom In Buffalo as Business Rises

BUFFALO, N. Y.—New car registration in Buffalo and Erie county are gaining by leaps and bounds, and dealers are more optimistic over prospects than they have been in two years. The one disappointing factor in the picture is that deliveries are not as prompt as might be desired, due mainly to the Chrysler strike.

New car registrations in Erie county during October jumped to 1,888, the Buffalo Automotive Trade Assn., Inc., reported. This was an increase of 100 percent over 944 in the same month a year ago and compares with 1,133 units in September. October was the first month to top the comparable 1937 month.

New car registrations here during the first 10 months of this year rose 70 percent from 11,289 in the like 1938 period to 19,171. In the first 10 months of 1937 registrations amounted to 28,421.

Forming the background for the sharp rise in new car sales here is the fast rising tempo of general business activity.

The used car market situation here is also in its best condition in years, dealers say. Heavy stocks of cars have been pretty well cleaned up and dealers are in an excellent position to offer good terms on trade-ins.

Dealers here say that the next three or four months should be one of the best periods for new car sales in recent years, barring unforeseen developments.

## Crude Petroleum Output Declines

WASHINGTON.—Total value of the crude petroleum produced in the United States in 1938 dropped nearly 10 percent from the 1937 total, to $1,367,060,000 from $1,513,340,000, according to the final summary of petroleum statistics for 1938 by the U. S. bureau of mines.

The decline in total value at the well reflects a 5 percent decrease in the volume of crude oil produced, and a 4.2 percent drop in the average value per barrel, to $1.13 from $1.18 in 1937.

## New Trippe Beam Light To Be Shown at ASI Show

CHICAGO.—Trippe Mfg. Co. announces a sealed Trippe Beam Light, embracing the features of the Trippe Safety Auxiliary Light, known for its ability to throw a maximum of illumination and a minimum of glare.

The new Trippe Beam Light will be presented to the trade for the first time at the Automotive Service Industry Show, to be held on Chicago's Navy Pier Dec. 11-16. The unit is made to fit Sealed-Beam light slots of 1940 cars and has a traffic beam and a country driving beam.

Chris Sinsabaugh's sparkling "Sparks" column is read by the "wide-awake" in the industry.

STREET LIGHTING EVALUATOR, developed by General Electric's lamp department, serves as a traveling laboratory in checking brightness of lights and pavement and interference with seeing caused by glare from lighting systems on roads. Here is a close-up of the instrument installed on a car.

ONE OF THE OLDEST Dodge dealers is "Tom" Doyle, president of Thomas J. Doyle, Inc., Detroit, who last week celebrated the twenty-fifth return of the day when he, in 1914, sold the first Dodge car ever to pass through the factory's delivery gate. In the quarter century that has passed since that first sale, Doyle and his organization have sold tens of thousands of cars, commercial cars and trucks. The picture above shows Doyle, left, receiving the congratulations of Forest H. Akers, Dodge vice-president and director of sales.

# Oct. Used Car Sales Show Big Gain in San Antonio

## *Turnover Hits 102 Percent; Sales Valued at $303,840*

Special to Automotive News

SAN ANTONIO.—Used car sales for October, as reported by 18 dealer-members of the San Antonio Automobile Trade Assn., showed marked improvement over September, as well as substantial increases for similar periods in 1938 and 1937.

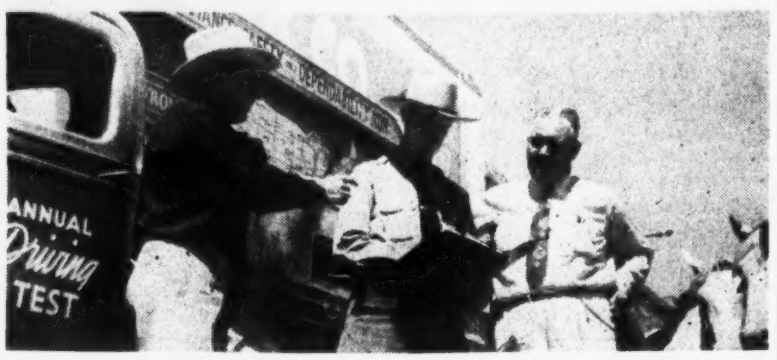
According to the report, there were 1,085 cars on hand at the start of the month, with sales for the month totaling 1,112 units, representing a turnover of 102 percent in comparison with 92 percent for September. Total value of the cars sold was $303,840, the turnover value was 85 percent, average value was $273, cars on hand at the end of the month totaled 1,144, with a total value of $389,651 and an average value of $341.

September sales showed a total of 1,043 units sold for a unit turnover of 92 percent, having a total value of $288,500, a turnover value of 76 percent, an average value of $277. There were 1,085 cars on hand at the end of the month having a total value of $356,742 and an average value of $329.

During October, 1938, there were 991 cars sold for a unit turnover of 96 percent, having a total value of $273,008, a turnover value of 85 percent, and an average value of $275. There were 1,009 cars on hand at the end of the month having a total valuation of $333,155 and an average value of $330.

In October, 1937, there were 1,052 cars sold for a unit turnover of 87 percent, having a total value of $311,471, a turnover value of 85 percent, and an average value of $296. There were 1,324 cars on hand at the end of the month having a total valuation of $421,594, and an average value of $318.

During this past October there were 11 units junked by two firms having a total value of $135 and an average value of $12.27. During September there were 30 units junked by three firms having a total value of $411.50 and an average value of $13.72.




CHEVROLET'S LONG distance truck, which has been on the highways of three countries since January, 1938, is still piling up miles in various parts of the United States. With the speedometer nearing the 100,000-mile mark, the test run is nearing a close. The unit, a standard 1½-ton model, carries a 4,590-pound "payload." Shown here, left to right, are Harry Hartz, former race driver, who is piloting the truck; Stanley Reed, official observer for the AAA, who has been with the truck since it was selected from assembly lines at Flint, Mich., and Claude Everett, Las Cruces (N. M.) Chevrolet dealer, before whose place of business, the Rio Grande Motor Co., the truck is standing.

### *Gets U.S. Order*

MUSKEGON, Mich.—Continental Motors, which recently transferred its manufacturing activities from Detroit to Muskegon, has been awarded a War Department contract for $1,000,000. The company will furnish engines for tanks as part of the modernization program underway for the United States army.

## Car Title Sales In Colo. Show Gain Over 1938

DENVER.—A business upsurge, on the basis of motor vehicle title sales, was reported last week by George E. Saunders, secretary of state. During the first nine months of 1939, the motor vehicle department recorded 127,700 title sales, according to Saunders. There were 118,212 sales for the same period last year.

An increase was shown for every month, with the exception of February. The sales by months for the first three quarters this year follow: January, 16,998; February, 12,463; March, 13,956; April, 13,514; May, 16,188; June, 14,889; July, 14,239; August, 13,577, and September, 11,881.

Title sales collections this year have totaled $31,643, compared with $29,286 for the first nine months last year.

## Seattle Enacts Caravan Law to Protect Dealers

SEATTLE.—A city ordinance, which provides for an annual license fee of $100 for any person or firm to sell a caravaned car, has been passed by the city council. The new law is in harmony with the state act passed at the 1939 session.

The ordinance is expected to be a factor in halting indiscriminate dumping of used cars in this section, due to a higher-priced used car market here. It will also control caravaning of new models to this territory, which is encouraged by the high freight rates (around $150 per car).

The ordinance also provides for a $2 inspection fee per car, to assure safety features; placing a sticker with history of each car on the windshield to protect buyers, and assures against stranding drivers in this city.

One caravan of 15 cars was impounded last week by state officials, near Renton. They were being taken to a Renton dealer, but proper fees had not been paid, as required by the state law.

## Garden Is Dead In Scotland at 88

NEW YORK.—A cable from Aberdeen, Scotland, to the Automobile Manufacturers Assn., announces the death of 88-year-old Robert D. Garden, for 20 years the head of the Pierce-Arrow dealership in New York City. He retired from business 12 years ago with the sale of the firm to Studebaker.

Mr. Garden came to America when 16, serving as an accountant for the old Corbin Banking Co., and later as Chicago manager for the Pope Mfg. Co. in the distribution of Columbia bicycles. He was a cyclist and shot putter of note. Three years ago he went abroad for his health and to visit his birthplace.

He is a former member of the Lotus, Union League and New York Athletic clubs. Mr. Garden is survived by his widow and four daughters, including Mary Garden, the opera singer.

### *15,000 at Madison Show*

MADISON, Wis.—More than 15,000 persons attended Madison's 28th annual automobile show Nov. 17-21 in the Fox garage building here. Fourteen local dealers and one associate dealer displayed 86 models of 18 different 1940 cars. All of the space in the building was sold for the show and dealers reported prospects for new car sales as being brisk.

Keep abreast of current truck legislation in Automotive News' truck section.


# YOU'RE 'WAY AHEAD OF TEACHER

## ...when it comes to automobile engines!

**Your customer may know history, geography and speak six languages... but she's still in kindergarten when it comes to car performance and fuel.**

DID it ever strike you that the information you put into your customer's head is just about as important as the design of the engine the manufacturer puts under the hood. Because if car-owners don't understand a few simple facts about car performance, they're pretty sure to run into trouble...*and blame you!*

For instance, suppose you don't tip them off on what grade of gasoline to buy. Some customers are likely to put low-grade gasoline in their tanks and still expect *you* to tune-up their engines for first-grade performance and economy. Here's all you need say to prove that such miracles just aren't in the cards:

**1.** A car can't give better performance than the grade of gasoline in the tank permits.

**2.** That's because you can't advance the spark for more power and economy if the fuel "knocks" or "pings."

**3.** Different grades of gasoline give different grades of performance (shown below.)

Put these facts in your customers' minds and you'll save yourself many a complaint about poor performance and mileage, "knocking" or "pinging." And, remember, it's always easier to *prevent* a complaint than to straighten one out after the customer has "squawked."

**YOUR CUSTOMERS HAVE THESE 3 CHOICES**

**BEST PERFORMANCE**—with gasoline marked "Ethyl" on the pump or globe. It is highest in anti-knock and all-round quality. Contains enough tetraethyl lead so that the engine's spark can be *advanced* closest to the point of maximum power and economy without "knock" or "ping."

**GOOD PERFORMANCE**—with "regular" gasoline, which permits the spark to be considerably advanced without "knock" or "ping." Most "regular" gasolines now contain tetraethyl lead, as shown by the "Lead" signs on the pumps.

**POOR PERFORMANCE**—with low-grade gasoline, poor in anti-knock quality. With low-grade gasoline in a modern car, the engine's spark must be *retarded*—which means *loss* of power and economy.

**THIS MONDAY NIGHT...** Tune in **"Tune-Up Time,"** featuring Andre Kostelanetz, Tony Martin, Kay Thompson. Columbia Broadcasting System, 8 P.M., E.S.T.; 7 P.M., C.S.T.—10 P.M., M.S.T.; 9 P.M., P.S.T.

**ETHYL GASOLINE CORPORATION,** *manufacturer of anti-knock fluids used by oil companies to improve gasoline*

# Parts Sales in October Reach New High for Year

## *NSPA Index Exceeds Sept. By 7%, Year Ago by 14%*

DETROIT.—Automotive sales for October reached a new high for the year of 164, according to the National Standard Parts Assn. sales index which is based on reports from NSPA manufacturers.

This is an increase of 7 percent over September and 14 percent above October last year.

Average monthly sales for the first 10 months of this year are 20 percent above the same period for last year.

Replacement parts shipped to wholesalers in October also touched a new high of 164, showing a 6 percent increase over last month and 19 percent above October, 1938. The monthly average for 10 months is 19 percent above the first 10 months of last year.

Shop equipment and tools shipped to wholesalers in October advanced two points above September to 147, but this is 3 percent below October last year. Average monthly sales for the first 10 months, however, are 11 percent ahead of last year.

Original equipment shipped to vehicle manufacturers in October advanced one point. This is 20 percent ahead of October last year, and the average for the first 10 months is 44 percent ahead of the same period in 1938.

Export shipments in October showed an increase of 4 percent to 124. However, this is 6 percent below October, 1938. The monthly average for the first 10 months is 10 percent above the first 10 months of last year.

## New Special Six Now Available at Pontiac Dealers

PONTIAC.—Pontiac's new Special Six for 1940 is now available for the first time since its announcement at all of the company's dealerships throughout the United States, according to D. U. Bathrick, general sales manager.

"Although this low-priced line was announced along with the Deluxe Six, Deluxe Eight and Torpedo Eight, it was several weeks," he said, "before the factory started to build them, and so a wide distribution of them has not been possible until the present time.

"The Special Six is Pontiac's entry into the low price market," he explained. "It is lower in price than any other Pontiac model but it embodies most of the same high quality features."

There are six body styles, two and four-door touring sedans, four-door straight back sedans, business and sport coupe and station wagon. A new chassis frame of the straight X-type increases the wheelbase two inches to 117 inches. Overall length has been increased 8¾ inches.

Bodies are completely new with more room in every direction. Floors are four inches lower than Pontiac's 1939 lowest price model, thus making the cars easier to step into. Windshields are 1½ inches wider and one inch deeper, giving 11 percent increase in glass area. Front seats are four inches wider providing ample room for three passengers with much extra elbow room for the driver. Rear seats are three inches further forward from the rear axle, thus improving the ride.

### *New Merchandiser*

ST. LOUIS.—Wagner Electric Corp. announces the addition of another merchandiser to its list of hydraulic brake parts and fluid sales helps—the Wagner Repair Kit Merchandiser. It is illustrated and described in catalog sheet HU-102.


Nickelgram 350A

RAIL CARS

USE TOUGH NICKEL STEELS

Interesting application of automotive equipment is by the Northwestern Motor Company, Eau Claire, Wisconsin, old line manufacturers of railroad track motor cars. These putt-putt scooters economically transport working crews and equipment. Years ago, when plain carbon steel was used for axle shafts, such axles tended to fail due to excessive side thrusts upon brake application. These sudden stresses forced shafts out of alignment and induced fatigue failure. Today SAE 2340, 3½% Nickel steel is used exclusively in axle shafts and also in transmission shafts. Due to superior physical properties of 3½% Nickel steel, axle failures were eliminated. Increased abilities of Nickel steels permit using lighter axles with smaller Timken bearings, which are also Nickel alloy steel. Thus changing to Nickel alloys increased service life and reduced dead weight.

NICKEL ALLOYS

THE INTERNATIONAL NICKEL COMPANY INC. New York, N.Y.


## Oct. Car Sales Show Big Gain In Kansas City

KANSAS CITY.—A pronounced upswing in motor car sales has been noticed in the Kansas City area the past month, with registrations in Jackson County showing a gain of 79 percent for October over October, 1938. Used car sales are also making big strides upward, and stocks on hand represent only about 40 days' turnover.

Figures for October show 996 new car registrations this year against 586 last year and the total for the year to November reached the figure of 12,583 against 9,736 for the same period last year. A 12 percent gain over September in new car sales was also chalked up in Kansas City.

Plymouth sales were again in first place with a total of 189 units for the month out of the 996 total. Ford sales went back into second place, the figure being 140 units against Chevrolet's 120. Dodge stood fourth with 97 units and Buick fifth with 76 units.

Labor troubles in Chrysler Corp. plants are expected to be reflected in the sale of their products in the November-December period as dealer stocks are virtually depleted.

Commercial car sales for October showed a greater gain than the new car sales, with a total of 153 units reported against 77 for a year ago. The year's total showed a 30 percent gain, with 1,685 units for the year to Nov. 1, against 1,244 for the same period a year ago.

Used car sales for October reached a total of 1,963, with cars of the 1936 and 1937 models leading in the number sold.

## Dismisses Trico Patent Suits Against Anderson

HAMMOND, Ind.—Thomas W. Slick, judge of the U. S. circuit court for northern Indiana, has dismissed for want of any prosecution two suits for patent infringement by Trico Products Corp. against the Anderson Co., Gary, Ind. One of the suits was filed nine years ago, and the other six years ago.

The Anderson company promptly answered both complaints and no move has ever been made by Trico Products toward prosecuting either of the complaints, which contended that ANCO windshield wiper blades and arms, manufactured by Anderson, infringed patents owned by Trico Products.

RAYMOND J. KELLY, newly elected national commander of the American Legion, has a job that requires him to be constantly on the move. Kelly uses a Mercury 8 for his personal transportation. Kelly was corporation counsel of Detroit and is now on a leave of absence to permit him to give his full time to his Legion duties.

## *U. S. Acts to End Chaos Under Present Labor Act*

(Continued from Page 1)

would be considered as unquestionable violations of the anti-trust laws:

1 Unreasonable restraints — such as strikes—which are designed to prevent the use of cheaper materials, improved equipment, or more efficient methods.

2 Unreasonable efforts to compel hiring of unnecessary labor, an example being the requirement that on each truck entering a city there shall be a member of the local teamsters' union in addition to the regular driver.

3 Enforcement of systems of "graft and extortion" by racketeers who interfere with the commerce of those who will not pay to be left alone.

4 Restraints to fix prices.

5 Restraints used in prosecuting a union's war against another union by attacking employers who deal with the second organization.

The Department of Justice has begun a number of anti-trust actions against labor unions, and one now is pending before the U. S. supreme court.

The department's present nationwide drive against illegal restraints in the building industry revolves very largely around labor unions. This activity has brought to Washington a flood of queries of both businessmen and labor leaders as to just what types of union activity would be considered contrary to the anti-trust laws, and the Arnold letter, clarifying the Administration's policy, is the answer.

It is very plain, in the opinion of many observers here, that the action being taken represents a significant development in the Administration's entire labor policy. The conviction has been growing here, for example, that a great revulsion in public sentiment has taken place as a result not only of out-and-out racketeering in certain labor unions and by some labor leaders, but also as a result of high-handed tactics generally and the increasingly bitter internecine warfare, the economic costs of which are, in the final analysis, being borne by the public.

More and more, Washington has been hearing from the country—and that means not merely from business and industrial executives but from plain people everywhere—that "something must be done" to get the labor situation "straightened out."

The Department of Justice's action in moving to hold labor unions to strict accountability under the anti-trust laws is regarded as an important step in that direction.

## Garment Workers Demanding Peace In AFL-CIO Feud

WASHINGTON. — Further evidence that the pressure of public opinion may soon force a readjustment of the entire labor situation in this country was available here last week in a highly important action taken by the executive board of the International Ladies Garment Workers Union, one of the largest and most powerful unions in the world.

The board, acting on behalf of the union's 250,000 members, adopted a resolution declaring that peace between the AFL and the CIO is "a primary need to the well-being and the progress of American workers."

The ILGWU, which withdrew from the CIO just a year ago, indicated that unless such peace is established by May of next year, it would rejoin the AFL.

"We hoped and still hope," the board declared, "that by the time of our convention peace will be realized so that we might join a united labor movement. If peace is not accomplished by that time, the question of our continued independence or affiliation with the AFL, to which we belonged for 37 years, will be determined by our convention." Significantly, no mention was made of the possibility of a return to CIO ranks.

This declaration of policy is another link in the chain of circumstances bound to have a most far-reaching effect upon labor relations throughout the country and in every industry. This much appears certain: The pressure of public opinion in behalf of stabilization in the labor field is being felt by responsible labor leaders as well as by the Administration.

"Dealers Tell Me," by William C. Callahan, is an open forum for the expression of dealers' opinions. It appears weekly in Automotive News.

## Henry Elected AAA President For 17th Time

WASHINGTON. — Thomas P. Henry, of Detroit, was named president of the American Automobile Assn. for the 17th time at the annual election held at the organization's convention here.

Other officers were elected as follows: John H. Wright, Jamestown, N. Y., first vice-president; John R. Bentley, Cleveland, second vice-president; John A. Rupp, Allentown, Pa., third vice-president; Senator Robert L. Reynolds, N. C., fourth vice-president; Sam W. Burchiel, Providence, R. I., fifth vice-president; Arthur H. Breed, Oakland, Calif., sixth vice-president; Dai H. Lewis, Buffalo, N. Y., seventh vice-president; John L. Young, Cleveland, secretary; and Corcoran Thom, Washington, treasurer.

### *Fatalities Off 5%*

WASHINGTON. — Motor vehicle fatalities in 140 major cities during the first 45 weeks of 1939 totaled 6,447 compared with 6,791 for 1938, a decrease of 5 percent, according to the U. S. bureau of the census. Deaths caused by motor vehicles in the 140 cities during the week ending Nov. 11, totaled 183, or 25 more than in the corresponding week of last year.

## Minn. Dealers

(Continued from Page 3)

such proportions as to make it almost prohibitive for you to stay in business, it will only be because you and every other man in this industry lends his support to his association, and arms Mr. Whisman with the weight of membership and the necessary funds to put up a real battle, not to lessen your present taxation, but to keep it from growing so large that you can't support it."

McCutcheon also pointed out that every effort has been made in recent years by enemy interests to choke and stifle highway transportation through the legislatures of the country. He warned dealers that, unless they unite through organized efforts to combat these attempts, they would find their businesses strangled and as a result their volume would be lessened.

A prediction that many other states would soon adopt laws similar to the Wisconsin Automobile Dealer licensing act, was made by Harlan W. Kelly, special counsel for the Wisconsin Banking Commission.

"When our law was first enacted," he said, "it was new and experimental legislation. We suffered from growing pains during its early administration, largely from inexperience. But I am proud to say that I believe that the law has now definitely proved itself to be a success and in the very near future will be adopted in many other states—and I hope one of them will be our friend and neighbor, Minnesota."

Harlan also said that the automobile industry is definitely concerned with public welfare and that therefore he agrees with the federal trade commission on sensible regulation and control.

A. B. Burkholder of Grand Rapids, Mich., a vice-president of NADA, declared that dealers use too much guesswork in their business. He urged them to do more thinking about the vital factors involved in their business and do more hard work if they want to reach their goal of success."

"A study of the methods of the horse traders of the early days," he said, "will reveal that they made every deal stand on their own feet. Apply these same horse trading methods in your own automobile business and you will make a profit on every deal."

A demonstration of the Sealed Beam headlight by the General Electric Corp. and Dunwoody Institute of Minneapolis, opened the Tuesday afternoon session, at which James Dalton, of Motor, was a speaker.

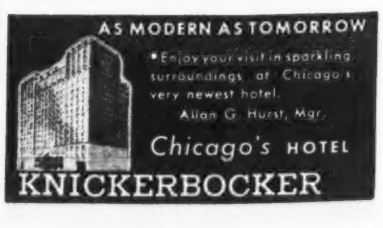
Edward Payton, market analyst, told dealers that no other business offers greater profits than the automobile dealer business commensurate with capital invested. He urged dealers not to speculate in used car inventories, to make new automobile buyers repeat customers and not to obligate themselves further than they can see.

The convention came to a close with a stag feast and frolic held in the Flame room of the Radisson Hotel.

## Kellogg Div. Takes Over Hardie Motor Business

DETROIT.—The automotive business of the Hardie Mfg. Co. has been taken over by the Kellogg division of the American Brake Shoe & Foundry Co., according to J. F. Weller, president of Kellogg.

The new product will be known as the Hardie-Kellogg Car Washer and will be available in a complete range of sizes and capacities, capable of washing from 5 to 50 and more cars per day.

# Standard Warranty Set for 'Non-Highway' Tires

## *Adjustments to Be Based On Condition, Service Given*

NEW YORK. — Manufacturers division of the Rubber Manufacturers Assn., Inc., has worked out a standard warranty covering tires used in off-the-road service, also airplane, industrial and all solid tires. The standard warranty is as follows:

"Every tire of our manufacture, bearing our name and serial number, used wholly or in part in non-highway or off-the-road service, such as earth moving, grading, excavating, quarrying, stripping, logging, graveling, lumbering, farm service, agriculture (including airplane, industrial pneumatic and solid tires), when used on rims conforming to the Tire and Rim Assn. standards, is warranted by us against defects in materials and workmanship.

"If our examination shows that any tire has failed because of such defect, we will either repair the tire or make a reasonable allowance on the purchase of a new tire."

Interpretation of this warranty as applied to such products (tires or tubes) by all manufacturers is as follows:

"When tires used in non-highway or off-the-road service, such as earth moving, grading, excavating, quarrying, stripping, logging, graveling, lumbering, farm service, agriculture (including airplane, industrial pneumatic and solid tires), fail prematurely due to some imperfection in workmanship or material, the manufacturer will assume his responsibility as outlined in the warranty.

"When such a tire is presented to the manufacturer for consideration, the manufacturer will determine the amount of service still remaining in the tire and the normal expectancy of the tire, which means the amount of service it would have given if it had not proved defective, and then figure the price of a new tire accordingly.

"In figuring the replacement price the proportion of normal expectancy will be computed in fractions of ⅛, ¼, ⅓, ½, ⅔, ¾, etc.

"For example, when a defective tire shows by its general condition that it has given about one-half the service it would have given had it not proved defective, the owner will be entitled to a new tire of the same size and type at one-half price.

"The question naturally arises as to how to arrive at the exact proportion of total service such a tire has given at the time of failure.

"This will be determined by taking into consideration various factors such as condition of bead, cord body, sidewall, tread wear, operating conditions, and the equipment on which the tire in question was used.

"Then, in figuring the adjustment price, consideration will be given to the amount of service the tire actually gave as against the amount of service the tire would reasonably be expected to give had the tire not proved defective.

"As in the case of automotive tires, when any part of such a tire fails, after it has given a reasonable amount of service, without regard to the condition of the other parts, that tire may be properly considered worn out.

"Tires which are removed from service because of cuts or other injuries, are not subject to adjustment consideration under this interpretation. This also applies to tires used on rims which do not conform to the current recommendations of the Tire and Rim Assn., Inc.

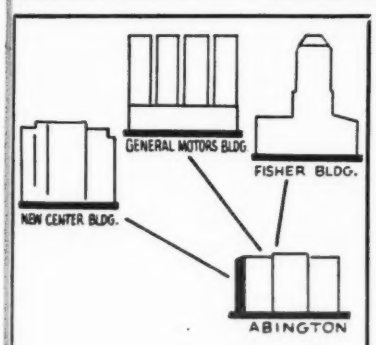
"The above shall be the only basis for adjustment and no other guarantees or warranties, specific or implied, will be recognized by the tire manufacturer. Under no conditions shall such tires or tubes be warranted for any period of service, either hours, months, mileage, or otherwise."

## Business Leaders In Colo. Demand U. S. Cut Budget

DENVER. — Business leaders of Colorado, as represented in the state chamber of commerce of which a large number of automobile dealers are members, ended their annual convention here last week with adoption of a broad statement of policy for the coming year that demands a reduction in federal "emergency" expenditures and a withdrawal of the government from competition with private business.

The national budget must be balanced and American industry and American producers must be protected from foreign competition in the American market, it was demanded.

Local governments must curtail their requests for federal aid, in the opinion of the state chamber, which added: "Centralization of government leads to autocratic and expensive administration and tends to remove further the control of government from those it seeks to govern.

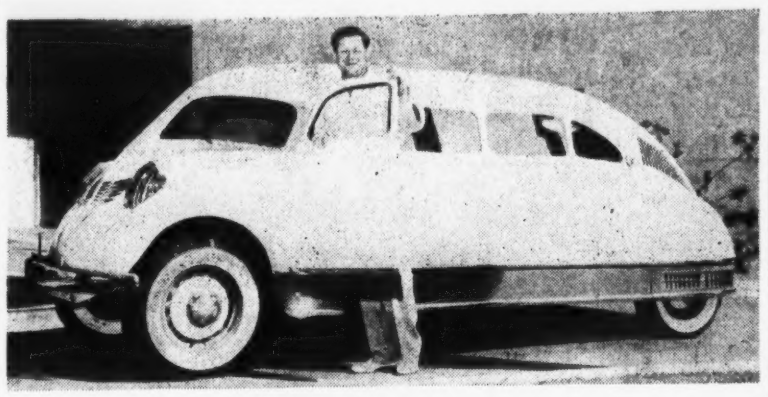




BE NEAR YOUR "CALLS" IN DETROIT

Stop at the Abington, Detroit's finest "uptown" hotel. Only five short blocks from General Motors, Fisher and New Center Buildings. Three miles closer to Dodge, Chrysler (H.P.) and Packard plants. Complete service. Dining Room. Free parking. Cabs. Bus service at both ends of block. Large rooms with bath from $3.00. Monthly rates from $60.00.

ABINGTON

WILLIAM J. BAYER, *Pres. and Mgr.*
700 SEWARD AVE. (Nr. 2nd Blvd.)
DETROIT

AL PEARCE, radio comedian, is the new owner of a "Scarab" car, a radically streamlined automobile with its motor located in the rear end. The car was designed by William B. Stout, Dearborn. Interior of the car is much more roomy than the average automobile and is equipped with a table and two extra seats. Instead of springs, the car is supported on air-cushion compartments. The spare tire is housed forward where one would expect the motor to be.

## *Industry Congress to Study Employment Relations Code*

Special to Automotive News

NEW YORK.—Broad employment relations recommendations will be presented for adoption by the Congress of American Industry, which will be conducted here Dec. 6-8 at the Waldorf-Astoria under sponsorship of the National Assn. of Manufacturers. Prepared by the 89 industrial leaders comprising the employment relations committee of the NAM, the recommendations are scheduled to be offered to the industry congress by the association's resolutions committee.

Subjects covered by the employment relations committee, of which A. W. Hawkes, president of Congoleum-Nairn, Inc., is chairman, included general employment principles and procedures, employment relation conferences, employment regularization, the national labor relations act, the federal wage-hour act, state labor legislation and the problem of industrial workers over 40 years of age.

Vice-chairmen of the employment relations committee are L. N. Bent, vice-president, Hercules Powder Co., Inc.; C. S. Craigmile, vice-president, Belden Mfg. Co., and Charles E. Speaks, president, Fisk Rubber Corp. Speaks also is chairman of the resolutions committee.

Satisfactory relations between management and employes will result, the committee further finds, from understanding and application of equitable principles which it describes as follows:

"Consideration by each for the problems and viewpoints of the other. Mutual confidence can never be legislated.

"Promotion of the widest understanding that the greatest measure of well-being for both employers and employes and maximum possibility of obtaining the full economic value of their services lie in the development of the common enterprise in which they are engaged.

"Free interchange of ideas between management and employes in all matters and company policies of mutual interest, such as wages, hours and conditions of employment.

"Development by each company of a sound and well-defined employment policy.

"Development of an atmosphere, the natural result of which is mutual confidence, which prompts the individual employe to come to the employer for advice and assistance on matters of a personal nature without reference to his status as an employe. In many cases, apparently minor matters are of major importance to the individual and the employer can many times render to the employe a very valuable service."

## Okla. City Dealers See 20% Gain in Car Sales for '39

OKLAHOMA CITY.—Automobile dealers here expect to chalk up about $12,000,000 in new car sales and $3,000,000 in second-hand sales this year, according to Frank Clark, president of the Oklahoma City Motor Dealers Assn., comprised of 20 members.

"Our only serious worry now is not the demand for new cars," Clark states, "but the monkey wrenches in the production lines at the factories. We are all hoping that the strike troubles will be ironed out soon, so we can fill the maximum demand."

Clark points out that the automobile dealers in this area employ about 1,300 persons at present. He also pointed out that Oklahoma county dealers paid $178,289 in sales taxes during 1938. At the rate set for the first six months of this year ($109,281), the total for 1939 will be about $218,562.

Judging from the increase in automobile sales tax payments, the most accurate reflection of car sales here, this year is headed for more than a 20 percent gain over last year, Clark says.

## Va. Road Users Elect Officers

RICHMOND, Va.—(UTPS)—Mrs. Cecil W. Wright, of Norfolk, heads the Virginia Highway Users' Assn., Inc.

Other new officers of the association include A. J. Novich, of Winchester, first vice-president; R. I. West, Richmond, second vice-president, and Morgan W. Strother, Richmond, third vice-president. Randolph Saunders, Richmond, succeeds himself as executive secretary, while R. K. Carter, Richmond, was re-elected treasurer.

Directors named were W. J. Newton, Richmond; F. A. Bristow, Richmond; L. E. Keppel, Richmond; J. E. Crowder, Blackstone; Jack Stanley, Galax; Dan Hartman, Harrisonburg; J. M. Grove, Winchester; E. J. Rutherford, Bristol, and W. S. Smith, Alexandria.

Elected directors of the American Trucking Assns., Inc., were E. H. Deacon, Roanoke; Carter; C. Fair Brooks, Richmond; E. T. Gresham, Norfolk; J. T. Meadows, Richmond; J. H. Smith, Richmond, and John Rutherford.

## Fruehauf Starts Work On New Plant Addition

DETROIT.—Steel work has just been completed on a new 78,000 square foot addition to the Standard Body plant of the Fruehauf Trailer Co. in order to meet sharply increased production demands, states Harvey C. Fruehauf, president. The new addition with its equipment represents an expenditure of about $300,000.

Freuhauf reports: "Current production is at a record pace. August, September and October have been successively the biggest months in the history of Fruehauf Trailer Co. Business for October '39 was over 2½ times as great as for October 1938. October also showed a gain of 18 percent over September, which was a record month. According to the present outlook November will be better than October.

## Wis. Court Will Test Ban on Loss Leaders

MADISON, Wis. — Constitutionality of Wisconsin's recently enacted unfair sales act to prevent loss leaders will be argued Dec. 1 before Superior Judge Roy H. Proctor here.

The act, which requires retailers to add at least 6 percent to wholesale costs when setting a retail price, is being challenged by the 20th Century Market here, which has been accused of violating the law.

## *Dealers Elect Reagan*

CHICAGO.—Chrysler Dealers Assn. here has elected William D. Reagan president, Clayton Gunn, vice-president, Earl Martin secretary, Tom Harrigan, treasurer, and Ralph Burnstine, Leo Hodes, Clarence Marquardt and Stanley Balzekas, directors.

## White Issues Booklet On White Horse Unit

CLEVELAND.—White Motor Co has just issued an illustrated brochure on the development of its White Horse unit.

The booklet differs from the usual literature in that it does not contain a lot of specifications and figures.

Automotive News' truck section is the only dealer trade paper of the truck industry.

*Announcing the Most Vital Book of the Year on Selling—Just Published*

STEP OUT AND SELL

By WILLIAM E. "BILL" HOLLER
General Sales Manager, Chevrolet

Everyone in the automobile industry knows "Bill" Holler, the record-crashing General Sales Manager of Chevrolet. One of the most astute sales executives in the United States, Holler has built for himself an enviable reputation not only as a great salesman, but as the creator of some of the most far-reaching developments in the sales end of the industry. Now he has written a book in which he shares some of his sales experiences and philosophies. This is no ordinary book. It is inspiring, dynamic and packed from cover to cover with sound sales sense. No one can fail to read "Step Out and Sell" without getting a great deal of benefit from it. Even if you seldom read, take an evening off to spend with Holler in his new book. You will not regret it!

Some of the Inspiring Sales Messages

Sales Symphony in C-Major
12 Fundamentals of Selling
Try the Committee Way
Never Forget a Customer
Hannibal's Sales Offensive
Using the Talents You Have
Sell Yourself on Selling!

Put a copy of "Step Out and Sell" in the hands of every one of your sales and service men. It will give them a flying start for 1940

Size 6 x 9 inches. 96 pages. In striking cloth binding. Comes in a gift container. A handsome distinctive gift. Each copy contains a picture of "Bill" Holler. $1.50

Clip and Mail Coupon Now — Today!

AUTOMOTIVE NEWS,
2751 E. Jefferson Ave.,
Detroit, Michigan

Rush . . . . . copies of Bill Holler's new book, "Step Out and Sell." Price $1.50 each. Includes gift container.

[ ] Check enclosed [ ] C. O. D.

[ ] Bill company

Name .....
Position .....
Company .....
Street .....
City ..... State .....

# C.I.O. NOW DEMANDS RIGHT TO SIT ON BOTH SIDES OF COLLECTIVE BARGAINING

THE C.I.O. has just officially notified us of a new effort to control production in the plants of Chrysler Corporation.

Having already gotten exclusive bargaining rights over our employes, the C.I.O. now seeks to take over our supervisory forces.

In practice, C.I.O. people purporting to represent management would be bargaining with C.I.O. representatives of the employes. Its people would act on both sides of important bargaining proceedings and management would have little if any voice in these proceedings.

This is the situation confronting the Corporation today after a seven-weeks' "slow-down" strike and weeks of negotiating with the C.I.O. in the presence of Federal and State mediators.

While we have been negotiating a new contract with one section of the C.I.O., which excludes foremen, another section of the C.I.O. has nullified this exclusion by taking in foremen and assistant foremen.

* * *

The C.I.O.'s new effort was disclosed in a telegram received yesterday from the United Foremen and Supervisors Local Industrial Union No. 918 C.I.O. The telegram reads as follows:

> "In accordance with the provisions of the National Labor Relations Act we, the shop supervisory employees of the Dodge Truck Plant of Dodge Brothers Division of Chrysler Corporation, have organized ourselves into a bona fide labor union namely the United Foremen and Supervisors Local Industrial Union number 918 Dodge Truck Division, and further accordance with the Act and inasmuch as we represent a clear majority of said employees we now ask that the management of the Dodge Truck Plant meet with the duly elected bargaining committee of said employees in order to carry out the collective bargaining provisions of the Act. Proof of our membership claims may be arranged at such meeting. May we expect your answer at once.
>
> Ralph N. Branson, Chairman,
> Dodge Truck Division, United
> Foremen and Supervisors Local
> Industrial Union No. 918, C.I.O."

* * *

No one regrets more than we do that with Thanksgiving only one day off and with Christmas approaching, our employes and thousands of others employed by our suppliers are out of work when there is plenty of work to do.

For more than six weeks we have been negotiating with the representatives of the C.I.O. union on a new agreement. The method of handling grievances is one of the subjects which has received a great deal of attention.

The whole procedure is necessarily based upon the fact that the contact between our workmen and ourselves is through our foremen.

It is well known to anyone familiar with industrial management that the functions of the foremen are among the most important exercised by management.

The responsibility of the foremen to represent the management in its dealings with its workmen, and particularly with reference to the handling of grievances, was specifically recognized and dealt with in our former agreement with the C.I.O. union and is provided in the agreement in the present negotiations.

The agreement covering the procedure to be followed in this important field is with the U.A.W.-C.I.O.

Now before this agreement has even been executed, the C.I.O. seeks to take over our foremen and proposes, in effect, to have C.I.O.-organized foremen represent us in our dealings with the C.I.O.-organized workmen.

Such an arrangement deprives the management of important representations in dealing with its workmen.

We would be expected to believe that C.I.O.-organized foremen could properly and adequately interpret the management's policies and represent its interests in dealing with a C.I.O. union of workmen.

* * *

Production in our plants has been interrupted for more than six weeks by a "slow-down" strike.

The demands presented by the C.I.O. union and pressed by them during the course of subsequent negotiations have aimed primarily at the control of our production and operations through a "closed (union) shop."

Not until the past few days did the union negotiators waive these demands and undertake a serious discussion of wage rates.

The wage demands the C.I.O. union presented are extravagant and the union has been unwilling to consider offers that seemed to us to be reasonable.

Practically all our factory employes are paid by the hour. In September this year our factory employes, men and women, throughout the United States, averaged 97.6 cents an hour. The men averaged 99 cents an hour. No salaried or office employes are included in these figures. Our rates of pay are more than the average in automobile plants. They are a great deal more than the average pay of industrial workers generally in the United States, which in July, according to the United States Department of Labor, was 64.3 cents per hour.

It is clear now that the C.I.O.'s withdrawal of its demand for a "closed (union) shop" was more apparent than real. It is now attempting to take over our foremen and supervisory forces.

Under such an arrangement the C.I.O. would sit on both sides of the conference table.

C.I.O. foremen ought not to represent the management in its dealings with C.I.O. workmen. Foremen should represent management in dealing with employes and not be affiliated with employes' representatives.

The agreement of April 1937, which Mr. John L. Lewis signed, explicitly excluded foremen and assistant foremen.

The National Labor Relations Board specifically excepted the foremen and supervisory forces from participation in the employe elections held on Sept. 27, 1939.

The National Labor Relations Board in certifying the C.I.O. union as exclusive bargaining agent in eleven of our plants specifically excepted foremen and supervisory forces from the collective bargaining unit.

* * *

The attempt of the C.I.O. to assume control of the operations in our plants is characteristic of our experience with them.

The obstacle to reaching an agreement in the current negotiations is not any inability to settle such matters as seniority, bargaining procedure, or other clauses in a contract dealing with working conditions. The obstacle has not been an unwillingness on the part of the company to deal fairly with any reasonable requests regarding wages.

The real obstacle is the persistent effort of the C.I.O. to extend control; to dictate who shall be employed and how much work he shall do; to dictate how the plant shall be run; and in this their latest move, an attempt on their part to control those who sit on both sides of the conference table.

That is the crux of the situation. The C.I.O. again makes apparent its intention to accomplish by one means or another the objective which has been clearly apparent since the slow-down strike started; namely, their people controlling our production.

**CHRYSLER CORPORATION**
**K. T. Keller, President**

Detroit
November 21, 1939.

## Big Spurt Seen In Auto Radio Sales in 1940

NEW YORK.—A substantial spurt in sales of automobile radios for 1940 is forecast by set manufacturers who point to the increased percentage of 1940 cars which carry radios as original equipment.

It is estimated that automobile radio set sales this year will probably reach about 1,100,000 as compared with some 800,000 last year. In 1937, the record figure of about 1,700,000 was established. Prospects being cited for 1940 are that unit sales may run as high as 1,500,000. Original equipment percentages run from about 23 percent on the low-price cars to as high as 60 percent on the more expensive models.

According to a survey by the Chicago Tribune, unofficial percentages for various makes of cars for 1939 equipped with radios at the factory follow:

| | | | |
|---|---|---|---|
| Willys | 9 | Pontiac | 36 |
| Ford | 22 | Olds | 37 |
| Chevrolet | 22 | Packard | 38 |
| Plymouth | 23 | De Soto | 40 |
| Dodge | 33 | Buick | 52 |
| Nash | 33 | Chrysler | 55 |
| Hudson | 33 | Cadillac | 60 |

Figures for other makes were not available.

## 3,000 Expected to Attend National Industry Council

NEW YORK.—Three thousand industrial leaders, representative of the more than 40,000 manufacturers affiliated with the National Assn. of Manufacturers and the National Industrial Council, are expected to participate in the 44th annual Congress of American Industry to be held here Dec. 6-8 at the Waldorf-Astoria Hotel.

With "A Republic Forever" as its theme, the congress will analyze free enterprise and other liberties which have contributed to the political, social and economic progress of this nation. Preceding the congress, executive officers of the 250 national, state and local industrial organizations comprising the National Industrial Council, sponsored by the NAM, will hold a two-day meeting beginning Dec. 4.

## *Hydraulic's New Plant*

MT. GILEAD, O.—Hydraulic Press Mfg. Co. will construct a new $500,000 plant here as a result of increased business, according to President Howard F. MacMillin. The firm manufactures hydraulic presses used in aircraft, automotive plastics and other industries.


Nickelgram 351A

"DEEPHARD"

TOUGH STEELS NEED NICKEL

Once in a while a strikingly novel development in metallurgy appears. Such as this "Five-Point" Deephard Steel announced by Foote Brothers Gear and Machine Company, well known gear makers of Chicago, Illinois. Without delving too deeply into technicalities, this new process is a special means of providing (1) an extremely high surface hardness with deep penetration, and (2) a gradual fusion of that hardened zone with core to minimize or eliminate "spalling" failures resulting from insufficient bond between hardened surface and core areas. Result is a homogenous structure said to be superior for combating abrasive wear, shock and fatigue, particularly important in heavy duty gearing. While this process can be applied to all SAE low-carbon steels, outstanding results have been achieved with SAE 4820, 3½% Nickel-molybdenum steel. Preliminary tests indicate that this Nickel alloy steel permits higher surface hardness than is possible with direct-hardening alloy steels, yet assures equal strength and ample ductility.

NICKEL ALLOYS

THE INTERNATIONAL NICKEL COMPANY INC. New York, N. Y.


# New Commercial Car Registrations, Nine Months Total, 1939-1938

Figures supplied by R. L. Polk & Co., New Jersey Motor List Co., and for New York City area by Sherlock & Arnold

| STATES | | Autocar | Brockway | Chevrolet | Diamond T | Divco | Dodge | Federal | Ford | G.M.C. | Hudson | Indiana | International | Mack | Plymouth | Reo | Stewart | Studebaker | White | Willys | Miscellaneous | TOTAL | STATES |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alabama | '39 | | | 3625 | 2 | 2 | 851 | 1 | 2530 | 371 | 2 | | 887 | 28 | 97 | | | 6 | 20 | 12 | 14 | 8448 | '39 | Alabama |
| | '38 | | | 2102 | 1 | | 389 | 1 | 1510 | 179 | 1 | 3 | 579 | 11 | 42 | 2 | | | 12 | 19 | 3 | 4854 | '38 | |
| Arizona | '39 | | | 771 | 1 | 5 | 179 | | 445 | 133 | 4 | | 232 | 5 | 45 | | | 10 | 10 | 9 | 10 | 1859 | '39 | Arizona |
| | '38 | 1 | 1 | 569 | 2 | 12 | 143 | | 457 | 104 | 9 | | 222 | 7 | 28 | 6 | | 6 | 10 | 8 | 17 | 1602 | '38 | |
| Arkansas | '39 | | | 2845 | 19 | | 565 | 2 | 2730 | 350 | 10 | | 676 | 9 | 117 | 3 | | 11 | 7 | 6 | 8 | 7358 | '39 | Arkansas |
| | '38 | | | 1875 | 29 | | 333 | | 1681 | 171 | 3 | | 558 | 2 | 94 | 3 | 1 | 5 | 9 | 14 | 8 | 4786 | '38 | |
| California | '39 | 91 | 18 | 6289 | 116 | 53 | 2456 | 33 | 4708 | 2306 | 28 | 9 | 2058 | 276 | 418 | 106 | 19 | 285 | 155 | 163 | 156 | 19763 | '39 | California |
| | '38 | 107 | 14 | 5908 | 113 | 15 | 2348 | 49 | 4549 | 1678 | 40 | 21 | 2238 | 236 | 435 | 254 | 8 | 285 | 210 | 255 | 315 | 19078 | '38 | |
| Colorado | '39 | | | 1649 | 63 | | 519 | | 1294 | 381 | 6 | | 528 | 11 | 128 | 6 | | 19 | 36 | 20 | 43 | 4703 | '39 | Colorado |
| | '38 | 1 | | 1244 | 77 | | 403 | 4 | 1226 | 237 | 7 | 1 | 457 | 27 | 88 | 50 | | 12 | 14 | 9 | 16 | 3873 | '38 | |
| Connecticut | '39 | 35 | 47 | 1282 | 62 | 42 | 496 | 38 | 661 | 304 | 6 | 4 | 696 | 115 | 78 | 9 | 1 | 8 | 64 | 18 | 10 | 3956 | '39 | Connecticut |
| | '38 | 18 | 23 | 790 | 44 | 26 | 304 | 20 | 898 | 182 | 6 | 11 | 546 | 94 | 66 | 30 | 11 | 7 | 53 | 19 | 29 | 3177 | '38 | |
| Delaware | '39 | 13 | 3 | 575 | 1 | 1 | 118 | | 188 | 111 | | 1 | 94 | 9 | 19 | 2 | | | 9 | 1 | 7 | 1152 | '39 | Delaware |
| | '38 | 6 | 1 | 444 | 3 | | 71 | | 212 | 49 | | 2 | 98 | 4 | 19 | 8 | | 1 | 7 | 4 | 13 | 942 | '38 | |
| Florida | '39 | | | 2316 | 43 | | 601 | 34 | 2212 | 317 | 18 | 4 | 663 | 111 | 119 | 28 | | 22 | 32 | 71 | 36 | 6627 | '39 | Florida |
| | '38 | 1 | | 1475 | 39 | | 392 | 23 | 1810 | 239 | 7 | 3 | 574 | 59 | 97 | 45 | | 7 | 25 | 63 | 45 | 4904 | '38 | |
| Georgia | '39 | | | 3316 | 15 | | 837 | 9 | 3107 | 804 | 5 | 15 | 974 | 64 | 66 | 3 | | 10 | 69 | 5 | 47 | 9346 | '39 | Georgia |
| | '38 | | | 1996 | 5 | 7 | 469 | 16 | 2010 | 257 | 7 | 15 | 679 | 50 | 53 | 17 | 1 | 4 | 43 | 30 | 27 | 5686 | '38 | |
| Idaho | '39 | | | 1008 | 16 | | 214 | 3 | 797 | 165 | 7 | | 331 | 11 | 35 | | | 36 | 5 | 4 | 7 | 2639 | '39 | Idaho |
| | '38 | | | 740 | 31 | | 170 | 1 | 631 | 109 | 16 | | 390 | | 42 | 7 | | 31 | 10 | 6 | 17 | 2201 | '38 | |
| Illinois | '39 | 72 | | 6684 | 493 | 4 | 2254 | 87 | 4605 | 1153 | 17 | 2 | 3322 | 215 | 402 | 65 | 1 | 94 | 293 | 39 | 86 | 19888 | '39 | Illinois |
| | '38 | 55 | | 4682 | 414 | 15 | 1511 | 90 | 3923 | 731 | 26 | 10 | 2749 | 95 | 351 | 160 | 7 | 85 | 169 | 51 | 98 | 15222 | '38 | |
| Indiana | '39 | 6 | | 4449 | 124 | 22 | 1670 | 38 | 3192 | 978 | 10 | 6 | 2168 | 99 | 269 | 32 | | 120 | 139 | 52 | 29 | 13403 | '39 | Indiana |
| | '38 | 1 | | 2407 | 74 | 7 | 917 | 14 | 1937 | 430 | 12 | 18 | 1594 | 63 | 204 | 67 | 8 | 96 | 130 | 49 | 17 | 8045 | '38 | |
| Iowa | '39 | 12 | | 3178 | 169 | 8 | 836 | 5 | 2623 | 319 | 10 | | 1506 | 28 | 197 | 10 | | 54 | 3 | 12 | 18 | 8988 | '39 | Iowa |
| | '38 | 5 | | 2361 | 107 | 5 | 529 | 12 | 1931 | 171 | 8 | 2 | 1235 | 18 | 93 | 39 | | 34 | 8 | 14 | 52 | 6624 | '38 | |
| Kansas | '39 | | | 2367 | 84 | | 422 | 5 | 1475 | 384 | 11 | | 813 | 8 | 138 | 24 | | 15 | 7 | 12 | 18 | 5783 | '39 | Kansas |
| | '38 | | | 2717 | 137 | 1 | 459 | 5 | 1858 | 332 | 27 | | 1233 | 9 | 130 | 39 | | 8 | 17 | 32 | 13 | 7017 | '38 | |
| Kentucky | '39 | 7 | | 2427 | 40 | 5 | 705 | 20 | 1560 | 399 | 8 | 5 | 986 | 25 | 126 | 14 | | 27 | 85 | 9 | 11 | 6459 | '39 | Kentucky |
| | '38 | 6 | | 1918 | 42 | 4 | 527 | 35 | 1283 | 385 | 14 | 13 | 1091 | 39 | 99 | 38 | 2 | 24 | 49 | 23 | 10 | 5602 | '38 | |
| Louisiana | '39 | | | 2199 | 67 | 6 | 446 | | 2143 | 298 | | | 871 | 17 | 77 | 4 | | 11 | 30 | 8 | 5 | 6182 | '39 | Louisiana |
| | '38 | 3 | | 1460 | 45 | 4 | 332 | | 1706 | 171 | 6 | 3 | 798 | 14 | 57 | 10 | 3 | 2 | 38 | 27 | 11 | 4690 | '38 | |
| Maine | '39 | | 6 | 1360 | 6 | 1 | 353 | 9 | 1067 | 171 | 4 | | 258 | 39 | 65 | | | 7 | 14 | 47 | 7 | 3414 | '39 | Maine |
| | '38 | | 2 | 939 | 14 | 2 | 281 | 7 | 1009 | 135 | 8 | | 236 | 14 | 37 | 3 | | 14 | 8 | 7 | 7 | 2723 | '38 | |
| Maryland | '39 | 80 | 60 | 1662 | 40 | 18 | 739 | 37 | 987 | 302 | 2 | | 601 | 144 | 92 | 14 | | 15 | 115 | 17 | 9 | 4934 | '39 | Maryland |
| | '38 | 44 | 31 | 1305 | 34 | 7 | 451 | 25 | 800 | 148 | 9 | 33 | 578 | 47 | 82 | 24 | 7 | 14 | 57 | 21 | 19 | 3736 | '38 | |
| Massachusetts | '39 | 131 | 121 | 2962 | 159 | 91 | 1471 | 59 | 2327 | 817 | 8 | 11 | 1140 | 287 | 229 | 47 | 3 | 83 | 161 | 14 | 70 | 10191 | '39 | Massachusetts |
| | '38 | 78 | 66 | 1852 | 107 | 52 | 862 | 53 | 2434 | 384 | 12 | 12 | 739 | 145 | 129 | 109 | 12 | 14 | 119 | 25 | 72 | 7276 | '38 | |
| Michigan | '39 | 15 | | 3718 | 84 | 68 | 1874 | 138 | 4023 | 933 | 21 | | 1230 | 44 | 241 | 41 | | 31 | 44 | 30 | 32 | 12567 | '39 | Michigan |
| | '38 | 5 | | 2565 | 53 | 66 | 891 | 85 | 2834 | 473 | 23 | | 906 | 26 | 132 | 98 | | 21 | 30 | 40 | 29 | 8277 | '38 | |
| Minnesota | '39 | | | 2598 | 95 | 18 | 752 | 31 | 2191 | 531 | 7 | 1 | 1444 | 56 | 150 | 7 | 2 | 30 | 59 | 12 | 25 | 8009 | '39 | Minnesota |
| | '38 | 7 | 1 | 2215 | 120 | 16 | 539 | 34 | 2220 | 272 | 19 | 2 | 1304 | 31 | 125 | 36 | 1 | 41 | 45 | 28 | 50 | 7106 | '38 | |
| Mississippi | '39 | | | 2580 | | | 333 | 1 | 2129 | 377 | 1 | 1 | 1027 | 2 | 70 | | | 1 | | 6 | 3 | 6531 | '39 | Mississippi |
| | '38 | | | 1916 | 5 | | 291 | 3 | 1624 | 159 | 1 | 2 | 820 | 2 | 38 | 9 | | 1 | 12 | 12 | 14 | 4909 | '38 | |
| Missouri | '39 | 18 | | 5200 | 123 | 62 | 1087 | 17 | 3020 | 939 | 8 | 1 | 1825 | 113 | 227 | 50 | | 18 | 103 | 47 | 29 | 12887 | '39 | Missouri |
| | '38 | 15 | 1 | 3743 | 122 | 22 | 712 | 58 | 2458 | 529 | 12 | 9 | 1503 | 54 | 175 | 88 | | 20 | 61 | 55 | 27 | 9664 | '38 | |
| Montana | '39 | | | 1328 | 41 | | 315 | | 908 | 225 | 6 | | 723 | 2 | 63 | 5 | | 73 | 8 | 1 | 21 | 3719 | '39 | Montana |
| | '38 | | | 1076 | 48 | | 264 | 12 | 1045 | 154 | 13 | 1 | 817 | 1 | 66 | 7 | | 50 | 16 | 9 | 20 | 3599 | '38 | |
| Nebraska | '39 | | | 1505 | 78 | 3 | 274 | | 1257 | 286 | 4 | | 805 | 7 | 71 | 6 | | 15 | 6 | 6 | 5 | 4328 | '39 | Nebraska |
| | '38 | | | 1339 | 44 | 4 | 237 | 3 | 1125 | 114 | 12 | | 704 | 9 | 73 | 33 | | 17 | 8 | 9 | 6 | 3737 | '38 | |
| Nevada | '39 | 1 | | 256 | 2 | | 55 | 1 | 194 | 70 | 1 | | 70 | 2 | 21 | | | 10 | 3 | 3 | 9 | 698 | '39 | Nevada |
| | '38 | | 1 | 202 | | | 48 | | 179 | 57 | 2 | | 74 | 4 | 16 | | | 7 | 2 | 5 | 4 | 601 | '38 | |
| New Hampshire | '39 | 3 | 1 | 783 | 4 | 3 | 288 | 4 | 609 | 119 | 2 | 7 | 191 | 45 | 37 | 2 | 1 | 1 | 8 | 4 | 7 | 2119 | '39 | New Hampshire |
| | '38 | 2 | 2 | 472 | 16 | 1 | 146 | 6 | 418 | 65 | 4 | 2 | 106 | 27 | 18 | 3 | 4 | 3 | 12 | 13 | 6 | 1326 | '38 | |
| New Jersey | '39 | 151 | 122 | 2831 | 147 | 57 | 1212 | 77 | 1802 | 762 | 1 | 3 | 1154 | 381 | 142 | 32 | 2 | 36 | 193 | 30 | 57 | 9192 | '39 | New Jersey |
| | '38 | 129 | 111 | 2623 | 132 | 38 | 1068 | 65 | 2401 | 594 | 30 | 16 | 1187 | 280 | 309 | 80 | 22 | 38 | 173 | 46 | 41 | 9383 | '38 | |
| New Mexico | '39 | | | 1194 | 20 | | 250 | | 694 | 242 | 2 | | 308 | | 74 | | | 19 | 7 | 3 | 2 | 2815 | '39 | New Mexico |
| | '38 | | | 903 | 29 | | 151 | 1 | 579 | 151 | 3 | 1 | 280 | 3 | 55 | 5 | | 2 | 2 | 10 | 5 | 2180 | '38 | |
| New York | '39 | 508 | 670 | 6482 | 487 | 195 | 3459 | 104 | 4705 | 2054 | 26 | 10 | 3494 | 1132 | 495 | 73 | 23 | 120 | 395 | 66 | 171 | 24669 | '39 | New York |
| | '38 | 410 | 481 | 5322 | 382 | 403 | 2800 | 61 | 4780 | 1553 | 76 | 38 | 2809 | 727 | 437 | 207 | 117 | 106 | 404 | 67 | 260 | 21440 | '38 | |
| North Carolina | '39 | 16 | 1 | 3958 | 33 | 13 | 890 | 27 | 2542 | 373 | 11 | 1 | 1012 | 109 | 138 | 11 | | 7 | 97 | 28 | 68 | 9335 | '39 | North Carolina |
| | '38 | 17 | 3 | 3243 | 24 | 21 | 591 | 18 | 1934 | 255 | 1 | 6 | 842 | 77 | 106 | 19 | | 4 | 53 | 28 | 46 | 7288 | '38 | |
| North Dakota | '39 | | | 736 | 8 | | 164 | | 599 | 55 | 2 | | 494 | | 55 | 3 | | 3 | 1 | | 2 | 2122 | '39 | North Dakota |
| | '38 | | | 654 | 16 | | 150 | | 644 | 64 | 7 | 1 | 463 | 2 | 36 | 4 | | 10 | | 10 | 18 | 2079 | '38 | |
| Ohio | '39 | 71 | 2 | 4775 | 178 | 74 | 2331 | 106 | 3886 | 1264 | 16 | 34 | 2313 | 265 | 344 | 34 | 5 | 63 | 418 | 73 | 49 | 16301 | '39 | Ohio |
| | '38 | 38 | | 3446 | 135 | 36 | 1443 | 77 | 3149 | 688 | 19 | 43 | 1831 | 122 | 223 | 164 | 6 | 90 | 194 | 63 | 91 | 11858 | '38 | |
| Oklahoma | '39 | | | 3056 | 21 | 3 | 612 | 8 | 2560 | 403 | 8 | | 830 | 18 | 128 | 3 | | 6 | 33 | 16 | 23 | 7728 | '39 | Oklahoma |
| | '38 | | | 2435 | 26 | | 552 | 11 | 2476 | 326 | 14 | | 1083 | 24 | 97 | 8 | | 8 | 20 | 53 | 20 | 7153 | '38 | |
| Oregon | '39 | | | 1584 | 34 | | 549 | 34 | 1058 | 541 | 7 | 2 | 596 | 42 | 99 | 4 | | 36 | 40 | 10 | 37 | 4673 | '39 | Oregon |
| | '38 | 2 | | 1017 | 37 | | 301 | 37 | 810 | 386 | 13 | 1 | 504 | 27 | 76 | 35 | | 24 | 39 | 41 | 22 | 3372 | '38 | |
| Pennsylvania | '39 | 281 | 248 | 5648 | 409 | 104 | 2935 | 78 | 4275 | 1757 | 14 | 21 | 3186 | 594 | 579 | 103 | 12 | 137 | 315 | 82 | 155 | 20933 | '39 | Pennsylvania |
| | '38 | 190 | 156 | 4173 | 341 | 92 | 2051 | 69 | 3511 | 1039 | 27 | 27 | 2667 | 344 | 512 | 249 | 80 | 149 | 199 | 92 | 136 | 16104 | '38 | |
| Rhode Island | '39 | 27 | 4 | 481 | 35 | 23 | 241 | 9 | 504 | 156 | | 2 | 163 | 45 | 50 | 2 | | 12 | 11 | | 12 | 1777 | '39 | Rhode Island |
| | '38 | 17 | 3 | 341 | 17 | 5 | 103 | 16 | 353 | 73 | 2 | | 118 | 23 | 22 | 11 | 1 | 6 | 17 | 1 | 6 | 1135 | '38 | |
| South Carolina | '39 | 1 | | 1963 | 14 | 2 | 440 | 4 | 1685 | 207 | 4 | 2 | 360 | 55 | 84 | | | 4 | 17 | 14 | 24 | 4880 | '39 | South Carolina |
| | '38 | 2 | | 1416 | 3 | 4 | 302 | 4 | 1023 | 113 | 8 | 3 | 300 | 23 | 55 | 3 | | 5 | 29 | 15 | 17 | 3325 | '38 | |
| South Dakota | '39 | | | 713 | 29 | 2 | 200 | | 584 | 109 | 1 | | 472 | 7 | 39 | 5 | | 7 | | 9 | 8 | 2185 | '39 | South Dakota |
| | '38 | | | 522 | 17 | | 150 | 1 | 466 | 57 | 6 | | 377 | 7 | 41 | 9 | | 12 | 2 | 7 | 18 | 1692 | '38 | |
| Tennessee | '39 | | | 2770 | 19 | 18 | 643 | 73 | 1865 | 639 | 1 | 1 | 1021 | 36 | 100 | 8 | | 30 | 47 | 24 | 18 | 7313 | '39 | Tennessee |
| | '38 | 1 | | 1864 | 16 | 5 | 462 | 69 | 1387 | 341 | 7 | 6 | 896 | 7 | 75 | 12 | | 28 | 28 | 18 | 10 | 5232 | '38 | |
| Texas | '39 | | | 10299 | 129 | 30 | 1954 | 5 | 8314 | 1136 | 26 | 5 | 2807 | 120 | 440 | 14 | | 70 | 137 | 66 | 61 | 25613 | '39 | Texas |
| | '38 | 3 | | 6996 | 138 | 16 | 1624 | 8 | 7176 | 714 | 55 | 19 | 2613 | 79 | 392 | 37 | | 91 | 107 | 93 | 57 | 20218 | '38 | |
| Utah | '39 | | | 803 | 8 | 7 | 268 | 2 | 756 | 204 | | | 317 | 10 | 42 | | | 30 | 8 | 6 | 8 | 2469 | '39 | Utah |
| | '38 | | | 477 | 7 | 1 | 139 | 3 | 438 | 101 | 6 | | 306 | 9 | 43 | | | 28 | 6 | 5 | 6 | 1620 | '38 | |
| Vermont | '39 | 2 | 18 | 464 | 13 | | 195 | | 500 | 94 | | | 212 | 18 | 27 | 1 | | 1 | 10 | 7 | 8 | 1570 | '39 | Vermont |
| | '38 | | 6 | 298 | 2 | | 97 | 6 | 283 | 39 | 1 | 5 | 146 | 1 | 24 | 5 | 1 | 3 | 10 | 4 | 2 | 933 | '38 | |
| Virginia | '39 | 39 | 21 | 3250 | 26 | 5 | 794 | 17 | 2378 | 401 | 2 | | 719 | 62 | 115 | 3 | | 3 | 54 | 15 | 8 | 7912 | '39 | Virginia |
| | '38 | 29 | 31 | 2528 | 13 | 13 | 533 | 17 | 1974 | 284 | 6 | 7 | 638 | 47 | 114 | 14 | 1 | 5 | 22 | 18 | 27 | 6321 | '38 | |
| Washington | '39 | | | 1728 | 41 | 30 | 713 | 5 | 1304 | 509 | 10 | 1 | 1000 | 48 | 81 | 6 | | 58 | 38 | 5 | 42 | 5619 | '39 | Washington |
| | '38 | | | 1249 | 36 | 12 | 527 | 11 | 939 | 336 | 21 | 10 | 890 | 39 | 82 | 19 | 1 | 57 | 51 | 32 | 41 | 4353 | '38 | |
| West Virginia | '39 | 4 | | 1829 | 38 | 7 | 630 | 13 | 1267 | 301 | 4 | 4 | 525 | 21 | 179 | 15 | | 24 | 29 | 40 | 21 | 4951 | '39 | West Virginia |
| | '38 | 5 | | 1272 | 42 | 2 | 395 | 20 | 864 | 284 | 9 | 1 | 505 | 7 | 178 | 69 | | 15 | 17 | 33 | 16 | 3734 | '38 | |
| Wisconsin | '39 | 1 | | 3164 | 162 | 12 | 876 | 10 | 2144 | 543 | 11 | | 1201 | 30 | 228 | 12 | 1 | 24 | 57 | 16 | 16 | 8508 | '39 | Wisconsin |
| | '38 | 2 | | 2299 | 179 | 18 | 664 | 15 | 1994 | 367 | 12 | 6 | 1050 | 40 | 172 | 66 | 3 | 30 | 44 | 32 | 20 | 7013 | '38 | |
| Wyoming | '39 | | | 559 | 11 | | 178 | | 450 | 113 | 1 | | 302 | 1 | 34 | 6 | | 9 | 4 | 6 | 6 | 1680 | '39 | Wyoming |
| | '38 | | | 439 | 14 | | 143 | | 447 | 53 | 6 | | 232 | | 15 | 7 | | 10 | 2 | 7 | 4 | 1349 | '38 | |
| Dist. of Col. | '39 | 13 | 17 | 575 | 3 | 52 | 253 | 3 | 497 | 160 | 3 | | 214 | 23 | 36 | 4 | | 1 | 14 | 9 | 6 | 1883 | '39 | Dist. of Col. |
| | '38 | 29 | 8 | 364 | 6 | 37 | 141 | 6 | 318 | 133 | 1 | 1 | 147 | 5 | 11 | 10 | 2 | 3 | 40 | 6 | 6 | 1274 | '38 | |
| Total 9 Month | '39 | 1598 | 1359 | 127774 | 3812 | 1046 | 40497 | 1167 | 97351 | 25566 | 356 | 153 | 48819 | 4789 | 7106 | 817 | 70 | 1712 | 3410 | 1153 | 1524 | 370079 | '39 | Total 9 Month |
| | '38 | 1229 | 942 | 94193 | 3338 | 969 | 28406 | 1071 | 81759 | 15866 | 634 | 354 | 42712 | 2981 | 5864 | 2218 | 299 | 1533 | 2633 | 1528 | 1814 | 290343 | '38 | |

# Holiday Cuts Week's Production to 74,976 Units

## AN's Production Estimate

WEEKS ENDED NOV. 25, NOV. 18

(U. S. and Canada Only)

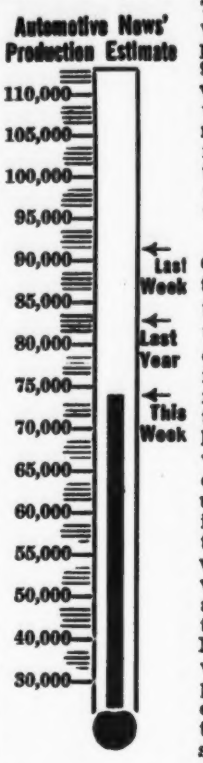
| | Week Ended Nov. 25 | Same Week 1938* | Week Ended Nov. 18* | Nov. to Date* | Jan. 1 to Nov. 26, 1938* | Jan. 1 to Nov. 25, 1939* |
|---|---|---|---|---|---|---|
| GEN. MOTORS | 37,550 | 39,942 | 45,554 | 155,295 | 916,158 | 1,253,392 |
| Chevrolet† | 21,000 | 24,900 | 26,000 | 89,000 | 605,752 | 744,410 |
| Buick | 5,900 | 5,736 | 7,400 | 24,912 | 142,907 | 204,945 |
| Pontiac | 4,800 | 4,098 | 5,875 | 19,871 | 77,452 | 143,023 |
| Oldsmobile | 4,800 | 4,288 | 5,029 | 17,222 | 69,024 | 129,309 |
| Cad.-LaSalle | 1,050 | 920 | 1,250 | 4,290 | 21,023 | 31,705 |
| FORD | 20,800 | 13,450 | 25,675 | 84,040 | 514,604 | 806,997 |
| Ford† | 18,000 | 11,475 | 22,500 | 73,500 | 489,758 | 707,207 |
| Mercury | 2,200 | 1,555 | 2,500 | 8,400 | 8,163 | 79,550 |
| Lincoln-Zephyr | 600 | 420 | 675 | 2,140 | 16,683 | 20,240 |
| CHRYSLER | .... | 18,065 | .... | .... | 446,742 | 620,942 |
| Plymouth† | ‡ | 11,125 | ‡ | ‡ | 264,403 | 311,370 |
| Dodge† | ‡ | 4,820 | ‡ | ‡ | 108,524 | 196,596 |
| Chrysler | ‡ | 1,205 | ‡ | ‡ | 43,421 | 65,201 |
| De Soto | ‡ | 915 | ‡ | ‡ | 30,394 | 47,775 |
| STUDEBAKER† | 2,228 | 1,544 | 2,396 | 9,123 | 43,339 | 95,935 |
| HUDSON† | 2,600 | 1,800 | 3,250 | 10,946 | 47,423 | 72,840 |
| PACKARD | 3,100 | 1,100 | 3,075 | 11,025 | 47,323 | 65,046 |
| NASH | 1,536 | 1,447 | 1,983 | 6,587 | 26,801 | 53,030 |
| WILLYS-OVERLAND† | 962 | 861 | 1,183 | 4,059 | 11,766 | 20,274 |
| GRAHAM | ‡ | 168 | ‡ | ‡ | 3,107 | 3,289 |
| BANTAM† | ‡ | 40 | ‡ | ‡ | 2,924 | 2,587 |
| HUPMOBILE | ‡ | 70 | ‡ | ‡ | 497 | 770 |
| MISCELLANEOUS† | 6,200 | 5,370 | 8,000 | 25,150 | 238,996 | 238,636 |
| TOTAL† | 74,976 | 83,857 | 91,566 | 306,225 | 2,414,696 | 3,238,738 |

Revised. †Includes trucks. ‡Closed.

## Four-Day Week Was in Effect in Most of Plants

By Pete Wemhoff
Associate Editor

DETROIT.—Trimmed one day by the Thanksgiving holiday, car and truck production dropped to 74,976 units last week. In the previous week 91,566 vehicles were assembled, while in the corresponding period of 1938 a total of 83,857 units were turned out.




Last week's output raised the November total to 306,225 units, which indicates a final figure for the month of better than 375,000 vehicles. This total would easily exceed the 335,000 units assembled in October of this year and would compare with 390,405 cars and trucks turned out in November, 1938, when all companies were operating, in contrast with the six-week tieup of Chrysler Corp. plants this year.

All plants, except Packard which worked Saturday, curtailed operations last week to four days due to the holiday.

As a result the General Motors group total for the past week declined to 37,550 cars and trucks, which contrasts with 45,454 units in the previous week and 39,942 units in the corresponding period of last year. Chevrolet continued to lead the GM divisions, followed in order by Buick, Pontiac, Oldsmobile and Cadillac-LaSalle.

Ford divisions also showed a decline last week, with operations cut to four days. The Ford total was estimated by AUTOMOTIVE NEWS at 20,800 cars and trucks, which compares with 25,675 units in the previous week and 13,450 vehicles in the same period of 1938. The totals include Ford, Ford trucks, Mercury and Lincoln-Zephyr.

Because of its five-day week Packard moved into the lead among independent producers last week, followed in order by Hudson, Studebaker, Nash and Willys-Overland.

The miscellaneous group of car and truck producers accounted for 6,200 units last week.

## Passenger Car Registrations

Nine Months plus 37 States for October

| | Oct. to Date | Oct. Pos. | 1939 | 1939 Pos. | 1938 | 1938 Pos. | Unit Gain |
|---|---|---|---|---|---|---|---|
| Chevrolet | 17,195 | 3 | 465,951 | 1 | 353,059 | 1 | 112,892 |
| Ford | 22,890 | 2 | 378,596 | 2 | 293,192 | 2 | 85,204 |
| Plymouth | 27,729 | 1 | 310,323 | 3 | 211,148 | 3 | 99,172 |
| Buick | 16,721 | 4 | 160,746 | 4 | 122,688 | 4 | 38,058 |
| Dodge | 10,042 | 5 | 159,508 | 5 | 75,745 | 5 | 83,763 |
| Pontiac | 9,903 | 6 | 119,310 | 6 | 70,827 | 6 | 48,483 |
| Oldsmobile | 9,420 | 7 | 109,067 | 7 | 66,117 | 7 | 42,950 |
| Studebaker | 6,722 | 8 | 65,643 | 8 | 30,785 | 11 | 34,858 |
| Chrysler | 4,570 | 11 | 56,465 | 9 | 34,822 | 9 | 21,643 |
| Mercury | 3,189 | 14 | 50,623 | 10 | ..... | ..... | ..... |
| De Soto | 3,557 | 12 | 45,848 | 11 | 26,825 | 12 | 19,023 |
| Packard | 5,965 | 10 | 44,857 | 12 | 38,669 | 8 | 6,188 |
| Hudson | 6,313 | 9 | 44,586 | 13 | 30,834 | 10 | 13,752 |
| Nash | 3,276 | 13 | 43,422 | 14 | 25,804 | 13 | 17,618 |
| Cadillac-LaSalle | 1,646 | 15 | 26,484 | 15 | 18,490 | 14 | 7,994 |
| Lincoln | 919 | 17 | 15,562 | 16 | 13,392 | 15 | 2,170 |
| Willys-Overland | 1,413 | 16 | 10,359 | 17 | 10,804 | 16 | 445* |
| Graham | 113 | 18 | 3,523 | 18 | 3,396 | 17 | 127 |
| Hupmobile | 18 | 19 | 885 | 19 | 909 | 18 | 24* |
| Miscellaneous | 128 | | 2,647 | | 1,202 | | 1,445 |
| Total | 151,729 | | 2,114,405 | | 1,428,708 | | 685,697 |

*Loss

## Oct. New Car Sales to Hit 214,000 for 10-Year Peak

DETROIT.—Heaviest October registrations since 1929 is disclosed by the R. L. Polk estimate on last month's sales of new passenger cars based on registration returns from 31 states.

The estimate for the nation as a whole is placed at 214,000, making last month by far the best October in the past eight years.

The 31 states reporting have a total new car registration of 91,614 units. This is an increase of 78.21 percent over October, 1938, when registrations were 51,407, and it is a 47.57 percent increase over September of this year, when registrations totaled 62,079.

October truck sales in the same 31 states also show a big increase over sales in the same month last year—17,633 as compared to 9,388. This represents a gain of 87.82 percent. The October figure this year is only 6.03 better than the September, 1939, figure of 16,630, however.

### Plant Activity

Bantam ..... closed
Buick.....drop; 5,900, four days
Cad.-LaSalle.drop; 1,050, four days
Chevrolet...drop; 21,000, four days
Chrysler ..... closed
De Soto ..... closed
Dodge ..... closed
Ford.....drop; 18,000, four days
Graham ..... closed
Hudson.....drop; 2,600, four days
Hupp ..... closed
Lincoln.....drop; 600, four days
Nash.....drop; 1,536, four days
Oldsmobile...drop; 4,800, four days
Packard....steady; 3,100, five days
Plymouth ..... closed
Pontiac.....drop; 4,800, four days
Studebaker..drop; 2,228, four days
Willys.....drop; 962, four days

## GMC Truck Sales Show 219% Gain

PONTIAC.—Truck sales to consumers in the United States by General Motors Truck and Coach during the first period of November were 219 percent above the corresponding period of 1938, it is announced by J. P. Little, vice-president directing sales.

This is also 18 percent over the first period of October this year. Year to date increase over 1938 is 72 percent.

Keep abreast of current truck legislation in Automotive News' truck section.

## *Dallas Sales Continue Rise; General Outlook is Bright*

DALLAS, Tex.—Sales of new and used automobiles in the Dallas district, continue to set the pace for the state. Sales of both new and used cars so far this year are far in excess for the same period a year ago, and dealers report indications are business will continue brisk for the remainder of the year.

The 1940 models, especially in the low-price field, have stimulated the new car business, dealers report.

Stocks, both new and used, are about normal. Here and there a dealer is overstocked with used cars, but special sales appear to be reducing the lines materially.

Some of the dealers have gone in for streamlining late model cars taken in trades for new cars. They are taking the 1937, 1938 and 1939 models and making "1940 models" of them so far as appearance goes.

Equipment jobbers report sales to garagemen have been brisk for the past few months, while accessories have been in fair demand all the year.

Good crops at fair prices, plenty of livestock for the market and a fair outlook for agriculture for 1940 are given as the main reasons for increased business in this district.

## Neb. Consumers Ask Ban on Road Diversion

LINCOLN, Neb.—Highway users and gasoline consumers in Nebraska seem determined to end gasoline tax diversion.

M. R. McMillan, of Omaha, representing consumers, has submitted to Secretary of State Swanson a proposal to forbid diverting gasoline funds from highway construction. The measure is to be placed on the ballot at the 1940 election by initiative. It will be a proposed constitutional amendment to forbid misuse of gasoline taxes, license fees or inspection monies.

## Willys Pushing Output to Meet Unfilled Orders

TOLEDO.—Willys-Overland Motors, Inc., is heading for the 300-unit daily production mark. Despite some recent difficulty in getting sufficient transmissions, which now seems to be corrected, the company last week reached the mark of 277 units, both cars and trucks, with indications that the 300-mark daily will be realized shortly.

M. J. Golden, general sales manager, announced that the bank of unfilled orders is increasing instead of diminishing and the outlook appears to be very encouraging. The company is employing approximately 4,000 production workers.

### *Gets U.S. Order*

PONTIAC, Mich.—Yellow Truck & Coach Mfg. Co. has submitted a low bid on United States army trucks, the bid being $1,107.55 per truck. The order is for 1,155 trucks of the cargo type weighing 2½ tons each.

## New Passenger Car Registrations, 37 States for October, '39-'38

Figures supplied by R. L. Polk & Co., New Jersey Motor List Co., and for New York City area by Sherlock & Arnold

| STATES | | CHRYSLER: Chrysler | De Soto | Dodge | Plymouth | CHRYSLER TOTALS | GENERAL MOTORS: Buick | Cadillac | Chevrolet | LaSalle | Oldsmobile | Pontiac | G. MOTORS TOTALS | FORD: Ford | Lincoln | Mercury | FORD TOTALS | NON-AFFILIATED: Graham | Hudson | Hupp | Nash | Packard | Studebaker | Willys-Overland | Misc. | GRAND TOTALS | STATES |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total 26 States for October | '39 | 1638 | 1215 | 3977 | 10865 | 17695 | 5859 | 242 | 8092 | 397 | 3359 | 3467 | 21416 | 10739 | 332 | 1278 | 12349 | 29 | 2318 | 7 | 1246 | 2257 | 2537 | 357 | 52 | 60263 | Total 26 States for October |
| | '38 | 444 | 383 | 1003 | 8230 | 10060 | 4404 | 119 | 7708 | 274 | 869 | 1450 | 14824 | 5080 | 245 | | 5325 | 45 | 737 | 11 | 460 | 1333 | 1466 | 262 | 35 | 34558 | |
| California | '39 | 708 | 559 | 1355 | 3561 | 6183 | 2217 | 84 | 1130 | 102 | 1074 | 1380 | 5987 | 1431 | 141 | 331 | 1903 | 25 | 475 | 1 | 237 | 725 | 1103 | 231 | 22 | 16892 | California |
| | '38 | 191 | 166 | 450 | 2996 | 3803 | 1877 | 58 | 1184 | 134 | 445 | 780 | 4478 | 1047 | 108 | | 1155 | 39 | 191 | 3 | 137 | 397 | 816 | 208 | 19 | 11246 | |
| Indiana | '39 | 159 | 123 | 391 | 1327 | 2000 | 535 | 19 | 652 | 26 | 343 | 307 | 1882 | 902 | 27 | 85 | 1014 | 9 | 326 | | 118 | 177 | 396 | 79 | 11 | 6012 | Indiana |
| | '38 | 45 | 32 | 44 | 1154 | 1275 | 416 | 5 | 594 | 29 | 79 | 105 | 1228 | 326 | 10 | | 336 | 8 | 74 | 1 | 20 | 86 | 235 | 62 | 1 | 3326 | |
| Massachusetts | '39 | 158 | 153 | 473 | 1284 | 2068 | 879 | 41 | 667 | 87 | 742 | 489 | 2905 | 1030 | 67 | 109 | 1206 | 5 | 310 | 2 | 179 | 389 | 198 | 45 | 3 | 7310 | Massachusetts |
| | '38 | 49 | 88 | 134 | 1028 | 1299 | 770 | 28 | 635 | 77 | 167 | 282 | 1959 | 330 | 25 | | 355 | 7 | 107 | 4 | 116 | 261 | 157 | 17 | 4 | 4286 | |
| Michigan | '39 | 330 | 228 | 602 | 1870 | 3030 | 2080 | 53 | 1813 | 106 | 923 | 1049 | 6024 | 2617 | 102 | 590 | 3309 | 4 | 932 | 6 | 229 | 470 | 293 | 104 | 4 | 14405 | Michigan |
| | '38 | 117 | 52 | 133 | 1850 | 2152 | 1157 | 22 | 1089 | 94 | 149 | 414 | 2925 | 525 | 44 | | 569 | 4 | 188 | 6 | 44 | 222 | 142 | 18 | | 6270 | |
| Minnesota | '39 | 124 | 123 | 325 | 891 | 1463 | 544 | 9 | 624 | 22 | 284 | 283 | 1766 | 813 | 31 | 112 | 956 | 2 | 173 | 2 | 147 | 152 | 241 | 25 | 2 | 4929 | Minnesota |
| | '38 | 39 | 39 | 84 | 692 | 854 | 365 | 14 | 903 | 15 | 91 | 149 | 1537 | 563 | 13 | | 576 | 1 | 72 | 2 | 65 | 98 | 158 | 35 | | 3398 | |
| Ohio | '39 | 537 | 464 | 924 | 2687 | 4612 | 1746 | 62 | 1901 | 117 | 976 | 1006 | 5808 | 1950 | 74 | 273 | 2297 | 11 | 788 | | 390 | 610 | 703 | 303 | 11 | 15533 | Ohio |
| | '38 | 109 | 86 | 179 | 2337 | 2711 | 1037 | 32 | 1280 | 49 | 124 | 340 | 2862 | 441 | 33 | | 474 | 18 | 185 | 1 | 79 | 244 | 367 | 137 | 9 | 7087 | |
| Oklahoma | '39 | 58 | 35 | 198 | 431 | 722 | 216 | 8 | 399 | 16 | 184 | 195 | 1018 | 705 | 21 | 73 | 799 | 1 | 94 | | 47 | 59 | 100 | 34 | | 2874 | Oklahoma |
| | '38 | 12 | 11 | 34 | 381 | 438 | 200 | 7 | 644 | 17 | 38 | 97 | 1003 | 431 | 12 | | 443 | | 23 | | 23 | 25 | 51 | 23 | | 2029 | |
| Oregon | '39 | 82 | 70 | 159 | 424 | 735 | 215 | 6 | 192 | 16 | 132 | 210 | 771 | 214 | 14 | 39 | 267 | | 57 | | 54 | 66 | 158 | 51 | 3 | 2162 | Oregon |
| | '38 | 16 | 14 | 57 | 299 | 386 | 205 | 3 | 197 | 16 | 47 | 88 | 556 | 129 | 9 | | 138 | 3 | 39 | 4 | 18 | 38 | 77 | 12 | 1 | 1272 | |
| Pennsylvania | '39 | 603 | 438 | 1084 | 3272 | 5397 | 1701 | 68 | 1124 | 85 | 938 | 1031 | 4947 | 1632 | 72 | 185 | 1889 | 20 | 567 | | 397 | 820 | 648 | 143 | 15 | 14843 | Pennsylvania |
| | '38 | 140 | 128 | 298 | 2298 | 2864 | 1402 | 30 | 869 | 55 | 170 | 359 | 2885 | 804 | 64 | | 868 | 28 | 158 | 2 | 159 | 379 | 468 | 57 | 10 | 7878 | |
| Washington | '39 | 101 | 87 | 301 | 554 | 1043 | 324 | 8 | 324 | 21 | 231 | 278 | 1186 | 363 | 18 | 36 | 357 | 4 | 120 | | 70 | 127 | 199 | 21 | 4 | 3131 | Washington |
| | '38 | 27 | 25 | 55 | 500 | 607 | 274 | 4 | 266 | 21 | 69 | 119 | 753 | 157 | 4 | | 161 | 5 | 60 | 2 | 34 | 57 | 135 | 11 | 1 | 1826 | |
| Wisconsin | '39 | 72 | 62 | 253 | 563 | 950 | 405 | 22 | 277 | 29 | 234 | 208 | 1175 | 554 | 20 | 78 | 652 | 3 | 153 | | 162 | 113 | 146 | 20 | 1 | 3375 | Wisconsin |
| | '38 | 15 | 15 | 40 | 331 | 401 | 187 | 4 | 250 | 11 | 33 | 49 | 534 | 216 | 12 | | 228 | 1 | 27 | | 59 | 46 | 82 | 11 | 1 | 1390 | |
| Total 37 States for October | '39 | 4570 | 3557 | 10042 | 27729 | 45898 | 16721 | 622 | 17195 | 1024 | 9420 | 9903 | 54885 | 22890 | 919 | 3189 | 26998 | 113 | 6313 | 18 | 3276 | 5965 | 6722 | 1413 | 128 | 151729 | Total 37 States for October |
| | '38 | 1204 | 1039 | 2511 | 22096 | 26850 | 12294 | 326 | 15619 | 792 | 2281 | 4232 | 35544 | 10049 | 579 | | 10628 | 159 | 1861 | 36 | 1214 | 3186 | 4154 | 853 | 81 | 84566 | |
| Total to Date | '39 | 56465 | 45848 | 159508 | 310323 | 572144 | 160746 | 10006 | 465951 | 16478 | 109067 | 119310 | 881558 | 378596 | 15562 | 50623 | 444781 | 3523 | 44586 | 885 | 43422 | 44857 | 65643 | 10359 | 2647 | 2114405 | Total to Date |
| | '38 | 34822 | 26825 | 75745 | 211148 | 348540 | 122688 | 7816 | 353059 | 10674 | 66117 | 70827 | 631181 | 293192 | 13392 | | 306584 | 3396 | 30834 | 909 | 25804 | 38669 | 30785 | 10804 | 1202 | 1428708 | |

# De Soto's Program Ups Dealer Service Efficiency 20%

## *Ten-Point Checking System Raises Average to 78.3%*

DETROIT.—Steady improvement in De Soto dealers' service has resulted from the adoption, a few years ago, of a 10-point system of checking each dealer's establishment by factory service representatives.

H. H. Dowdy

According to the latest report issued by Homer H. Dowdy, factory director of service, the general average of all De Soto dealers in the country has shown more than a 20 percent rise since the checking program was inaugurated.

"De Soto owners," Dowdy says, "now have available in practically every city in the country a type of dealer service that has few equals in general excellence. When we started our 10-point service program there was plenty of room for improvement. Since operating this system for about four years, we have numerous dealers who score 100 percent, and hundreds who are rapidly approaching a perfect score.

"The general average of all dealers checked by our service representatives, and this includes all direct dealers and a majority of the associates, is 78.3 percent. Before the end of the year we expect to boost this average to better than 80 percent."

Recognition is given each dealer who arrives at the 100 percent mark with a special plaque which he can retain as long as his establishment continues the perfect rating, Dowdy said. Service managers of such dealerships also receive factory recognition with an award of an honor signet ring.

Factory district managers and regional managers share honors with their dealers. A regional office award is made each three months on the basis of the average excellence of all dealers in the region, and district manager awards are made on the basis of percentage of improvement shown in the rating of their dealers' service.

Rivalry among the 13 De Soto regional offices for possession of the honorary plaque has become keen, Dowdy reports, and the result of this inter-department struggle for top honors is a general betterment of service for De Soto owners.

The 10 points on which dealers are judged are: cleanliness of the department; condition of paint on walls and floors; uniform garments of employes; neatness and proper display of service signs; essential tools available; completeness of parts stock; familiarity with factory service bulletins; condition and equipment in lubrication department; use of owner reminder and followup system, and the business management of the service department.

## Get Your Share Of New Business, Chalfant Advises

DETROIT.—Says Ned Chalfant, executive vice-president of the National Standard Parts Assns.:

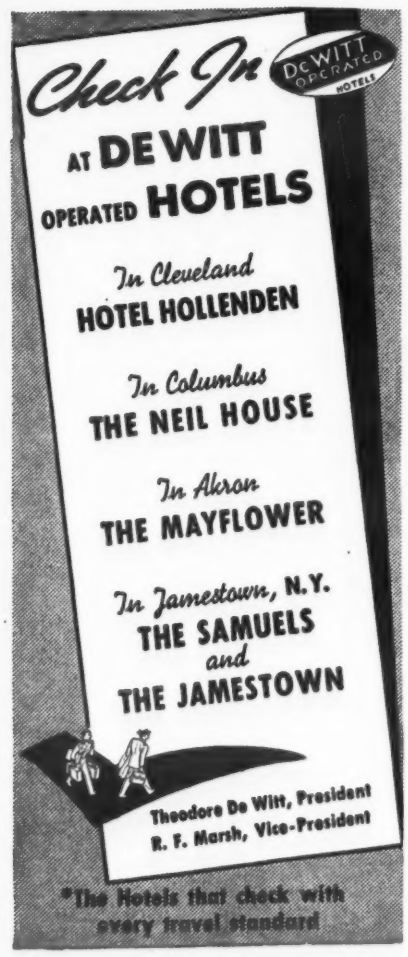
"If you fail to get your share, it is because you are not taking advantage of your opportunities?

"Here's the 'handwriting on the wall,' compared with a year ago, for the week ending Nov. 1: Automobile production up 20 percent; automotive after-market up 20 percent; automotive replacement parts up 19 percent; steel activity up 68 percent; heavy engineering awards up 20 percent; electric power production up 13 percent; commodity prices up 13.7 percent.

Read the trend, and speed up your organization if you are not up in the front end of the parade."

### *Spotswood to Retire*

NEW YORK.—J. B. Spotswood, who will resign as branch operating manager for United States Rubber Co. in Chicago, effective Nov. 30, plans to take up residence on his farm in Virginia. Succeeding Spotswood will be W. J. Laliberte, branch operating manager at Kansas City. C. A. Gray, branch operating manager at Buffalo, who has been transferred to Kansas City, will be succeeded at Buffalo by H. A. Dathe, for the past several years a member of the company's headquarters staff in New York City.



## Curran Launches New Selling Plan

MALDEN, Mass.—Curran Corp. has inaugurated a new merchandising and selling plan which simplifies the classifications of its various Gunk compounds. Instead of offering a new Gunk compound for each application, the chemical department of the Curran corporation will manufacture three basic concentrates, namely (1) Gunk Compound P-96 (Phenolic Type); (2) Gunk Compound X-11 (Phenolic Type); (3) Gunk Compound P-92 (Non-Phenolic Type).

All these compounds will be sold in lithographed containers. Also, special laboratory service bulletins will be available, giving specifications and formulas showing the proper solvent diluent to be used with the various concentrates for every industrial and automotive application.

### Gray Will Manage Marvel-Schebler Div.

CHICAGO.—Samuel W. Gray has been named general manager of the Marvel-Schebler Carburetor division of Borg-Warner Corp. at Flint, Mich., it is announced at the executive offices of Borg-Warner.

Gray has been with the Marvel-Schebler organization since 1929 and had been field representative of the Wheeler-Schebler Carburetor Co. six years before it became a part of Borg-Warner. Carl M. Kaltwasser, formerly general manager of the Marvel-Schebler division, is now attached to the central office of the corporation.

"Dealers Tell Me," by William C. Callahan, is an open forum for the expression of dealers' opinions. It appears weekly in Automotive News.

**USED CAR LOT of the Falls City Pontiac Co., Louisville, is located on the city's main thoroughfare in the heart of the business center. The lot is identified by a huge electric sign which emphasizes "Renewed" automobiles. Colorful banners and a daily special platform are other features of the lot.**

## *New Car Demand Is Hitting Post-'29 High in Birmingham*

Special to Automotive News

BIRMINGHAM, Ala.—Birmingham's greatest demand since 1928 and 1929 for automobiles—low-priced, medium-priced and high-priced—is reported by dealers, despite the lack of cars due to the Chrysler strike.

Sales of other new models are proceeding at the fastest pace since 1929. In fact, dealers declare they are selling the 1940 models just as fast as they can obtain them from the factory.

Frank H. Merritt, assistant branch manager of the Ford Motor Co. at Atlanta, while in Birmingham, said the demand for Fords is now the best in the southeast since 1929; that there's hardly an unsold Ford in Birmingham today, and that deliveries are running about 10 days behind the placing of orders.

Merritt also dropped another encouraging word. He said the Ford Motor Co. had ordered 2,000 carloads of ferro-manganese (iron with manganese in it) from the Sloss-Sheffield Steel and Iron Co.

General Motors reportedly has ordered considerable materials from the Tennessee Coal, Iron & Railroad Co., of Birmingham.

Merritt said sales are the best since 1935 and would be the best since 1926 if the factories were able to turn them out fast enough. As it is, Ford is producing 4,000 cars each day, or one every two seconds, on an eight-hour working day basis.

The best demand since 1929 also was reported by Chevrolet, Buick, Cadillac, LaSalle and Pontiac dealers. One local dealer, who handles all these makes of cars, said he sold 600 new and used cars in October and could have delivered 400 more new models if the factory had been able to fill his orders.

Demand has caught up with the supply, too, of these new models—Nash, LaFayette, Studebaker, Oldsmobile, Willys.

A Packard dealer here said his sales have increased 158 percent since Aug. 1, over the corresponding period last year.

A Dodge and Plymouth dealer said he sold 89 new models in October, 159 new models in August. So far this year, his sales have more than doubled the first 10 months of 1938, but, he added: "We can't get any more new models now on account of the strike."

## Quaint Quirks That Build Business

Grasse Bros. Oil Co., Sheboygan, Wis., is conducting a contest with $100 in cash prizes which calls for the unscrambling of 12 different makes of automobiles. Three scrambled cars appear in each weekly advertisement for a period of four weeks.

Object is to unscramble them, name them correctly and submit a 50-word statement on "Why Winter Coat Your Car the Cities Service Way?" First prize offered by the company is $50.

* * *

The Walton Motor Co. (Ford) Cheyenne, seized upon the notice of advance in whiskey prices in Wyoming to advise the public that "we believe car prices are sure to advance because the **European war** and Uncle Sam's huge orders for the army and navy have caused a sharp rise in the price of steel, all metals, rubber, cotton, etc., used in the manufacture of automobiles. If you are thinking about a new car or a better used car, we advise you to buy now while prices are at the bottom." Another ad by the same company declared, "This war is not going to be a short one and prices will be going up instead of down . . . Take our advice—see us at once for a new car or better used car."

* * *

Used cars are sold from the viewpoint of the **privileges** and joys of ownership, rather than from a mechanical standpoint, by the Renfrew Motors, Calgary, Alta. F. George Lennon, head of the firm, in his newspaper advertising and even in the approach of his sales staff, emphasizes to prospective buyers the opportunities which a used car offers, to take full advantage of out-door pleasures and recreations.

* * *

"Meet the Boys Who Sell Garfield Used Cars, They Have Each Picked a Car to Sell to Make Friends," a recent advertisement of the Garfield Chevrolet, Inc., Milwaukee, was captioned. The ad also carried pictures of four salesmen, their years of selling experience, and the photos of R. B. Lorch and H. W. Lorch, president and used car manager, respectively. The car selected by each, together with the price, appeared alongside each of the photos.

## Modern Appoints 4 Sales Managers

DEFIANCE, O.—Modern Equipment Corp. announces that four regional sales managers have been appointed.

Zone No. 1, which will include Northern New Jersey, New York and the New England states, will be under the supervision of M. E. Draudt, with headquarters in New York City. Zone No. 2, which will include Pennsylvania and the Southeast, will be under M. H. Battenhouse, with headquarters at Pittsburgh.

Zone No. 3, which includes Middlewestern states, will be under W. C. White, with headquarters in Chicago. Zone No. 4, which includes the Southwest and the Far West, will be under L. M. Snell, with headquarters in Kansas City.

### *Niagara's New Bulletin*

BUFFALO, N. Y.—Niagara Machine & Tool Works has issued a new Bulletin 80-C, illustrating the latest Niagara foot-operated squaring shears and hand-operated circle shears.

## 15 New Dealers Are Added to Roster of NSPA

DETROIT.—The executive committee of the National Standard Parts Assn. announces that the following applicants have been unanimously elected to membership:

Wholesalers—Auto Parts House, Lafayette, La., M. H. Rykoski, owner; B. B. Burns Co. (Parts Div.), Decatur, Ill., Joe Rund, manager, parts div.; Danville Auto Parts Co., Danville, Ill., Harry R. Cohen, prop.; Flowers Co., Hickory, N. C., H. Lester Flowers, mgr.; Martin's Auto Supply, Red Oak, Ia., L. T. Martin, owner.

Neufeld's Automotive Parts, Shafter, Calif., Henry C. Neufeld, prop.; Norfolk Auto Supply, Norfolk, Neb., L. L. Scheer, prop.; Replacement Parts Service, Washington, D. C., George Meyerson, prop.; Vranna Auto Supply Co., Dickinson, N. D., Laudie Vranna, owner; Winchester's Auto Stores, Inc., Pine Bluff, Ark., D. E. Winchester, pres.

Canadian Associate Wholesaler—Stewart-Warner Sales Co., Ltd., Vancouver, B. C., W. K. Russell, managing director. Overseas Associate Wholesaler—Kothari Motor Co., (Burma) Ltd., Rangoon, Burma, India, J. R. Kothari, director.

Manufacturers—Ajax Auto Parts Co., Racine, Wis., G. R. Walker, sales manager; Lacquerwax Co., Hartford, Conn., E. N. Butz, president; Sno-Flake Products Co., 3171 Bellevue Ave., Detroit, Tom L. Hutchison, sales manager.

## NWRA Re-elects Young, Creamer

PONTE VEDRA BEACH, Fla.—The National Wheel and Rim Assn. held its sixteenth annual meeting at the Inn here, Nov. 6-8. This is the first time the annual meeting has been held elsewhere than in Chicago.

H. M. Young, of St. Louis, and J. F. Creamer, New York, were re-elected president and vice-president, respectively, and F. W. Dennerline, Indianapolis, was elected treasurer. Fred Prior, Dallas, was re-elected to the board of directors for a three-year term, James Henderson, Salt Lake City, was elected for three years, and W. S. Paulk, Jacksonville, for two years.

Catalogs and merchandising plans for the coming year were presented.

### Henry and Cooper Win Promotions at Pedrick

PHILADELPHIA. — Wilkening Mfg. Co., maker of Pedrick piston rings, announces the promotion of Carl H. Henry to the position of southeastern manager with headquarters in Atlanta.

Ray A. Cooper, for many years a manufacturers' agent, has been appointed Midwestern manager, with offices in Chicago.

### Used Car Index

*The average used car prices, taken from the weekly Used Car Selling Prices chart, shows the following:*

| | 1938 | High | Low |
|---|---|---|---|
| Oct. | Average | 492 | 425 |
| Nov. | Average | 481 | 412 |
| Dec. | Average | 462 | 399 |
| | 1939 | | |
| Jan. | Average | *585 | *512 |
| Feb. | Average | 578 | 519 |
| Mar. | Average | 573 | 508 |
| Apr. | Average | 567 | 504 |
| May | Average | 576 | 510 |
| June | Average | 575 | 509 |
| July | Average | 561 | 470 |
| Aug. | Average | 542 | 499 |
| Sept. | Average | 521 | 427 |
| Oct. | Average | †665 | †565 |
| Nov. | 5 | 654 | 551 |
| Nov. | 12 | 626 | 557 |

***Offering of higher priced 1938 models lifts national average. †Inclusion of 1939 models in place of 1936 cars boosts averages.**

*Actual top and bottom prices on 1939, 1938 and 1937 used cars, as advertised in local newspapers of current week. SEDAN prices only used in this comparison. Newspapers co-operating include: Boston—Globe; New York—Times, World-Telegram; Philadelphia—Bulletin; Pittsburgh—Press, Sun Telegraph; Cincinnati—Post; Detroit—News; Chicago—Herald-American; St. Louis—Globe-Democrat; Atlanta—Georgian, Journal; Dallas—News; Denver—Post; Los Angeles—Times; San Francisco—Chronicle.*

# Used Car Selling Prices

## As Advertised, Nov. 6-12

| MAKE | | | Boston | New York | Phila. | Pittsb'g. | Cin'ti. | Detroit | Chicago | St. Louis | Atlanta | Dallas | Denver | Los Ang. | San Fran. | Nat. Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Buick "40"** | | '39 | 925- 795 | 825- 775 | 825- 795 | 825- 765 | 865- 650 | 729- 640 | 845- 739 | 795 | | 899- 745 | 895- 775 | 925- 865 | 975- 875 | 866- 765 |
| | | '38 | 710- 595 | 725- 525 | 675- 645 | 725- 595 | 695- 665 | 645- 495 | 695- 545 | | 695- 495 | 698- 575 | 695- 674 | 795- 625 | 795 | 713- 585 |
| | | '37 | 575- 475 | 595- 395 | 545 | 600- 475 | 595- 427 | 499- 365 | 545- 445 | 525- 495 | 495- 395 | 499- 375 | 595- 515 | 645- 495 | 675 | 568- 441 |
| **Buick "60"** | | '39 | 895- 795 | 945 | | 895- 875 | | 897 | 875- 799 | | | | 895 | 995- 925 | 945 | 918- 848 |
| | | '38 | 750 | 775- 658 | | 645 | 725 | | 645 | | | 749- 695 | | 875- 745 | | 738- 699 |
| | | '37 | 565 | 595- 468 | | 575- 565 | | 525 | 545 | | | | | 565 | 695 | 581- 516 |
| **Cadillac "60"** | *(39-61)* | '39 | | 1545 | | | | | | | | | 1495 | | | 1520-1520 |
| | *(38-60)* | '38 | | 1145-1045 | | | | | | | | | | 1245 | | 1195-1045 |
| | | '37 | 695 | 795- 679 | 775 | | 745 | | | 695- 595 | | | | 895 | | 767- 637 |
| **Chevrolet Master** | | '39 | 645- 585 | 697- 465 | 575 | 675- 650 | 595 | | 595- 485 | 595- 585 | 595 | 599 | 595 | | | 617- 554 |
| | | '38 | 495- 435 | 495- 375 | 575- 495 | 525- 425 | 475- 385 | 435- 390 | | 495- 445 | 495- 465 | 498- 445 | 525- 445 | 575- 525 | | 508- 440 |
| | | '37 | 425- 325 | 375- 250 | 395- 345 | 429- 350 | 425- 365 | 385- 325 | 395- 295 | 445- 356 | 375- 335 | 445- 373 | 445- 350 | 498- 395 | | 420- 339 |
| **Chevrolet Master Deluxe** | | '39 | 645- 599 | 625 | 625- 595 | 645 | 500 | 549- 545 | 525 | | 665- 645 | 595- 573 | 675- 625 | 795- 625 | 785 | 636- 601 |
| | | '38 | 575- 475 | 499 | 495- 465 | 499- 488 | 495- 395 | 495- 472 | 495- 455 | 520- 485 | | 445 | 584- 495 | 645- 525 | | 522- 475 |
| | | '37 | 345 | 397- 265 | 385 | 445- 275 | 395 | 395- 250 | 395 | | | 445- 315 | 425- 354 | 545- 465 | | 417- 321 |
| **Chrysler Royal** | | '39 | 995 | | 825 | 785- 565 | | | 895 | | | 898 | | 845 | | 874- 565 |
| | | '38 | 695- 575 | 595- 545 | 575 | 595 | 595- 393 | 449- 445 | 595- 499 | 535 | 575 | 648- 585 | 595 | 765- 595 | 725 | 611- 519 |
| | | '37 | 520- 375 | 465- 400 | 390 | 495- 384 | 495- 377 | 445 | 465- 385 | 450 | 445- 295 | 398 | 595- 395 | 595- 445 | | 480- 382 |
| **Chrysler Imperial** | | '39 | | | | | | | | | | | | | | |
| | | '38 | | 599 | | | | 595 | | | | | | 645 | | 612- 612 |
| | | '37 | | 495 | | 615 | | | 445 | | 295 | 399 | | 625- 545 | | 545- 413 |
| **De Soto** | | '39 | 725 | | | 895- 869 | | 695 | | | | | | 1000 | | 873- 782 |
| | | '38 | 575 | 545 | 495 | 569- 545 | | 497- 469 | 525 | 525 | | 523 | 595- 564 | 595- 549 | | 544- 532 |
| | | '37 | 465- 375 | | | 450- 365 | 465 | 395 | 465- 375 | 495- 450 | | 395- 385 | 545 | 485- 465 | | 462- 402 |
| **Dodge** | | '39 | 615 | 695- 575 | | 749 | 675 | 645- 640 | 695- 625 | 775 | 795 | 798- 625 | 800 | 845- 795 | | 735- 652 |
| | | '38 | 625- 535 | 565- 395 | 565- 475 | 585- 525 | 525- 495 | 395- 319 | 495 | 545- 495 | 565- 475 | 498- 435 | 545 | 675 | | 549- 461 |
| | | '37 | 495- 395 | 425- 355 | 450- 435 | 455- 375 | 495- 385 | 389- 290 | 425- 325 | 495- 375 | 425- 350 | 425- 365 | 475- 395 | 595- 445 | 565 | 470- 374 |
| **Ford V-8 "85"** | | '39 | | | | | | | | | | 565 | | 585 | | 575- 575 |
| | | '38 | 375- 359 | 450- 399 | | 495- 425 | | | 419- 395 | 435 | | | | 535 | | 451- 394 |
| | | '37 | 345- 225 | 339- 245 | 295 | 333- 295 | 295 | 250 | 310- 275 | 345- 325 | 365- 345 | | 398- 299 | 395- 375 | | 334- 298 |
| **Ford V-8 Deluxe** | | '39 | 777- 595 | 625- 550 | 595- 495 | 675- 575 | 595 | 619- 540 | 495 | | 645- 575 | 795- 625 | 775- 695 | 819 | | 674- 581 |
| | | '38 | 550- 385 | 545- 465 | 450- 445 | 547- 445 | 495- 397 | 499- 395 | 415 | 467 | 525- 395 | 525- 469 | 525- 445 | 685- 545 | | 519- 439 |
| | | '37 | 330- 275 | 410- 375 | 375- 325 | 385- 295 | 475- 345 | 295 | 325- 275 | | 375- 275 | | 455- 395 | 445- 395 | | 387- 328 |
| **Graham** | | '39 | | | | | 595 | | | | | | | | | 595- 595 |
| | | '38 | | | | | | | | | | 395 | | | | 395- 395 |
| | | '37 | | | | | | | 445 | | | | | 495 | | 470- 470 |
| **Hudson "112"** | | '39 | | | | | | | | | | | | | | |
| | | '38 | 495- 435 | | 535- 365 | | | 450- 425 | 495 | 475 | | | 645- 362 | 595 | | 527- 397 |
| | *(Terraplane)* | '37 | 395- 385 | | 435- 345 | 365- 295 | 347 | 325- 295 | 395- 285 | 395- 325 | | | 435- 395 | 445- 435 | | 393- 345 |
| **Hudson Six** | | '39 | | | | 845- 695 | | | 695 | | | | | 775 | | 772- 695 |
| | | '38 | | 595 | | 395 | 545- 475 | 379 | 625 | | | | | 565- 535 | | 517- 505 |
| | | '37 | | | | 495 | | 299 | | | 495 | 345- 295 | 545- 390 | 585 | 475 | 463- 342 |
| **LaSalle** | | '39 | 1095- 975 | 1195-1027 | 985 | 1045- 945 | | 879 | | 995 | | | 1175 | 1250-1065 | 1225 | 1094- 991 |
| | | '38 | 825- 700 | 825- 748 | 745 | | | 795- 590 | 625 | 795 | | 749 | 845- 550 | 865 | 995 | 806- 647 |
| | | '37 | 595- 525 | 595- 545 | | 595- 575 | 595- 545 | 499- 398 | 495- 455 | 595- 545 | | | 695- 645 | 695- 565 | 745 | 610- 533 |
| **Lincoln-Zephyr** | | '39 | 1095- 999 | 1295- 895 | 995 | | | 997- 895 | | 975 | 1045 | | 1075 | 1245 | | 1090- 929 |
| | | '38 | 795- 725 | 765- 635 | | 895- 765 | 695 | 749- 695 | 645 | | 795 | 795- 695 | 895 | 895- 845 | | 792- 727 |
| | | '37 | 545- 465 | 499- 489 | 545- 395 | 545- 450 | 595- 569 | 495- 465 | 545- 485 | | | 545 | 695- 497 | 689- 585 | | 570- 489 |
| **Nash-LaFayette** | | '39 | | | | | | | 595 | | | | | 895- 745 | | 745- 745 |
| | | '38 | | | | | | | 595- 545 | | | 545- 445 | | 745- 685 | | 628- 558 |
| | | '37 | 475- 390 | | | 550- 395 | 450- 425 | 345 | 365 | | | 375- 345 | 445- 325 | | | 429- 376 |
| **Nash Ambassador Six** | | '39 | | 695 | | | | | 595 | | | | | | | 645- 645 |
| | | '38 | 675- 625 | 495 | | | 595 | 595 | 550 | | 495 | | | 845 | | 652- 538 |
| | | '37 | 495 | 395- 390 | 395- 375 | 495- 445 | | 395- 339 | | | | 398- 345 | | 598- 545 | | 453- 406 |
| **Olds Six** | *(Series 60)* | '39 | 845- 685 | 765- 685 | | 765- 665 | | 649- 599 | 695- 595 | 675 | 595 | | 698- 662 | 745 | 825 | 726- 605 |
| | | '38 | 695- 550 | 645- 485 | 695- 565 | 675- 565 | 665- 595 | 515 | 595- 565 | 575 | 625- 545 | 525 | 695- 645 | 695- 599 | 745- 720 | 642- 583 |
| | | '37 | 525- 465 | 445- 395 | 495- 465 | 495- 445 | 495- 395 | 450- 310 | 475- 395 | 475- 425 | 450 | | 545- 435 | 535- 465 | 575 | 496- 420 |
| **Olds Eight** | | '39 | 825- 815 | 895- 795 | | | | | | | | | | 895- 795 | | 872- 802 |
| | | '38 | 675- 615 | 665- 599 | 565 | | | | 595 | 595 | | 549 | | 695 | 795 | 642- 607 |
| | | '37 | 525- 439 | 495 | | | | | 475 | 475 | | | | 585- 495 | 595 | 525- 467 |
| **Packard "120"** | | '39 | | | | | | 925 | | 895 | | | | | | 910- 910 |
| | | '38 | 775- 745 | | 575 | 745- 595 | | 645- 627 | | 745 | | 695 | | 875 | | 722- 656 |
| | | '37 | 575- 475 | 495- 478 | 525 | 575- 495 | | 475 | | 545- 465 | 450 | 395 | 595- 495 | 725- 549 | 695- 625 | 550- 512 |
| **Plymouth** | | '39 | 615- 575 | 645- 549 | 565- 535 | 666 | 595 | | 695- 585 | | 595 | 745- 648 | | 745 | | 652- 578 |
| | | '38 | 575- 485 | 495- 395 | | 495- 444 | 545- 465 | 418- 345 | 485- 395 | 550- 410 | 495- 425 | 495- 435 | 565- 435 | 545- 469 | 595 | 522- 428 |
| | | '37 | 465- 345 | 395- 365 | 415- 275 | 445- 350 | 425- 319 | 345- 275 | 395- 295 | 445- 345 | 450- 345 | 399- 373 | 495- 335 | 425- 395 | | 425- 335 |
| **Plymouth Deluxe** | | '39 | 650- 645 | 625- 545 | 635- 595 | 699- 625 | | 629- 495 | 585 | | 695- 595 | 625- 575 | | 745- 635 | 725 | 661- 589 |
| | | '38 | 515- 445 | 465 | 525- 475 | 525- 395 | 525- 435 | 489- 389 | 495- 345 | 477 | 465 | | 525 | 685- 565 | | 517- 435 |
| | | '37 | 460- 360 | 425- 395 | 385- 375 | 450- 349 | 465- 365 | 395- 295 | 385 | 347 | | 425- 385 | 485- 329 | 525- 395 | 545- 485 | 441- 373 |
| **Pontiac Six** | | '39 | 795- 599 | 735- 665 | 625 | 850- 665 | 725 | 645- 545 | 695- 645 | 695 | 645 | 749- 649 | 795 | 795- 695 | | 729- 637 |
| | | '38 | 645- 495 | 595- 450 | 565- 525 | 649- 495 | 595- 485 | 525- 495 | 565- 545 | 565- 545 | 575 | 545- 495 | 595- 585 | 595 | | 585- 512 |
| | | '37 | 545- 465 | 425- 395 | 495- 425 | 495- 395 | 495- 475 | 427- 359 | 445- 325 | 495- 385 | 495- 445 | 423- 365 | 495- 425 | 565- 485 | | 483- 412 |
| **Pontiac Eight** | | '39 | | 775- 675 | | | | 745- 560 | | | | | | 795 | | 772- 617 |
| | | '38 | 595- 525 | 585 | | 595 | | | | | 645 | | | 625- 595 | | 609- 560 |
| | | '37 | | 450- 445 | | | | | | | | 445 | | 495 | | 463- 445 |
| **Studebaker Commander** | | '39 | 845- 745 | 735 | | | 735 | 695 | 695 | 800 | | 895 | | 925- 795 | | 791- 770 |
| | | '38 | 695 | | 545- 515 | 425 | | | 585- 567 | | 645 | 675- 523 | 685 | 589 | | 606- 535 |
| | *(Dictator)* | '37 | 495 | 315 | | 445- 395 | 495- 395 | 375- 345 | 443- 345 | 450- 425 | 395 | 475- 398 | 545- 495 | 545- 495 | | 453- 412 |
| **Studebaker President** | | '39 | | | | | | 895 | 845 | | | | | 945 | | 895- 895 |
| | | '38 | 765- 645 | | 595 | | | | 695- 685 | | | | | 825 | 795 | 735- 660 |
| | | '37 | 545- 495 | 348 | | | | | 375 | | | | | | | 460- 421 |
| **Willys** | | '39 | | | | 550 | | | | | | | | | | 550- 550 |
| | | '38 | 345 | | 325 | | 245 | | | 345 | | | | 365 | | 325- 325 |
| | | '37 | | 225- 195 | 265- 245 | 275- 200 | 295- 125 | 285- 225 | 265 | 285- 250 | 295 | 285 | 345- 288 | 295- 285 | 265 | 281- 227 |

**National Average, All Makes, Nov. 12—$626-$557**
**National Average, All Makes, Nov. 5—$654-$551**

*Used Car Selling Prices, as advertised in the classified section of metropolitan newspapers nationally, are compiled exclusively by* AUTOMOTIVE NEWS *as a copyrighted feature. This is the first time anywhere that bona fide top and bottom prices have been compiled from published figures to establish the trend of the market and the resulting national index. Where no prices are quoted, no car of make and model was offered during the period covered.*

Used car prices in Columbus, Indianapolis, Minneapolis, New Orleans, Tulsa and Seattle appeared on this page last week and will be published again next week.

# New Passenger Car Registrations, Nine Months Total, 1939-1938

Figures supplied by R. L. Polk & Co., New Jersey Motor List Co., and for New York City area by Sherlock & Arnold

| STATES | | CHRYSLER | | | | | GENERAL MOTORS | | | | | | | FORD | | | | NON AFFILIATED | | | | | | | | | STATES |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Chrysler | De Soto | Dodge | Plymouth | CHRYSLER TOTALS | Buick | Cadillac | Chevrolet | La Salle | Oldsmobile | Pontiac | GEN. MOTORS TOTALS | Ford | Lincoln | Mercury | FORD TOTALS | Graham | Hudson | Hupp | Nash | Packard | Studebaker | Willys | Miscellaneous | GRAND TOTALS | |
| Alabama | '39 | 332 | 316 | 1686 | 2631 | 4965 | 1046 | 46 | 7350 | 90 | 667 | 667 | 9876 | 5081 | 108 | 455 | 5644 | 12 | 468 | 1 | 265 | 208 | 203 | 94 | 24 | 21760 | '39 |
| | '38 | 129 | 145 | 669 | 1430 | 2373 | 685 | 44 | 4424 | 48 | 387 | 423 | 6011 | 3324 | 67 | | 3391 | 11 | 272 | | 105 | 190 | 88 | 92 | 7 | 12540 | '38 |
| Arizona | '39 | 178 | 123 | 459 | 767 | 1527 | 362 | 24 | 1594 | 59 | 277 | 181 | 2497 | 918 | 63 | 142 | 1123 | 15 | 169 | | 177 | 124 | 172 | 23 | 5 | 5832 | '39 |
| | '38 | 121 | 120 | 289 | 586 | 1116 | 375 | 25 | 1296 | 32 | 189 | 152 | 2069 | 917 | 67 | | 984 | 24 | 99 | 7 | 95 | 144 | 77 | 45 | 9 | 4669 | '38 |
| Arkansas | '39 | 243 | 134 | 994 | 1450 | 2821 | 783 | 23 | 4739 | 56 | 548 | 647 | 6796 | 4524 | 86 | 341 | 4951 | 1 | 151 | | 152 | 139 | 239 | 13 | 23 | 15286 | '39 |
| | '38 | 161 | 100 | 553 | 1180 | 1994 | 429 | 28 | 3388 | 31 | 251 | 369 | 4496 | 2630 | 60 | | 2690 | 3 | 78 | 1 | 89 | 122 | 56 | 31 | 3 | 9563 | '38 |
| California | '39 | 5067 | 4241 | 11823 | 15733 | 36864 | 9453 | 977 | 26545 | 1364 | 7283 | 8478 | 54100 | 18926 | 1514 | 3650 | 24090 | 416 | 2283 | 83 | 2155 | 3456 | 6678 | 1581 | 253 | 131959 | '39 |
| | '38 | 3061 | 3246 | 6558 | 12789 | 25654 | 8229 | 805 | 22858 | 801 | 5540 | 5565 | 43798 | 17685 | 1500 | | 19185 | 506 | 1832 | 77 | 1444 | 2971 | 3380 | 1396 | 226 | 100469 | '38 |
| Colorado | '39 | 488 | 329 | 1419 | 2150 | 4386 | 1288 | 61 | 4724 | 131 | 866 | 707 | 7777 | 3726 | 179 | 639 | 4544 | 33 | 470 | 11 | 361 | 295 | 487 | 105 | 8 | 18477 | '39 |
| | '38 | 284 | 241 | 598 | 1476 | 2599 | 1021 | 56 | 3542 | 75 | 617 | 479 | 5790 | 2815 | 143 | | 2958 | 32 | 402 | 13 | 259 | 271 | 208 | 94 | 3 | 12629 | '38 |
| Connecticut | '39 | 684 | 745 | 1967 | 4814 | 8210 | 2683 | 229 | 5134 | 337 | 1593 | 2158 | 12134 | 3577 | 204 | 684 | 4465 | 84 | 520 | 17 | 558 | 1014 | 740 | 116 | 36 | 27894 | '39 |
| | '38 | 430 | 498 | 977 | 2799 | 4704 | 2026 | 194 | 3278 | 200 | 972 | 1142 | 7807 | 2869 | 160 | | 3029 | 57 | 333 | 26 | 345 | 853 | 410 | 78 | 20 | 17662 | '38 |
| Delaware | '39 | 117 | 95 | 301 | 696 | 1209 | 500 | 41 | 1289 | 58 | 470 | 513 | 2871 | 729 | 37 | 94 | 860 | | 67 | 1 | 105 | 154 | 126 | 14 | 10 | 5417 | '39 |
| | '38 | 68 | 61 | 145 | 440 | 714 | 429 | 32 | 1059 | 35 | 277 | 282 | 2114 | 720 | 32 | | 752 | 1 | 47 | | 40 | 155 | 41 | 16 | 5 | 3885 | '38 |
| Florida | '39 | 770 | 455 | 2193 | 4804 | 8222 | 2181 | 237 | 6413 | 383 | 1274 | 1133 | 11621 | 6349 | 839 | 966 | 7807 | 66 | 839 | 11 | 564 | 784 | 874 | 367 | 204 | 31359 | '39 |
| | '38 | 356 | 216 | 851 | 2628 | 4051 | 1525 | 182 | 3925 | 216 | 800 | 746 | 7394 | 4750 | 406 | | 5156 | 58 | 625 | 11 | 317 | 620 | 260 | 314 | 134 | 18940 | '38 |
| Georgia | '39 | 524 | 386 | 2201 | 4223 | 7334 | 2011 | 118 | 8696 | 263 | 1569 | 1115 | 13771 | 8111 | 241 | 888 | 9240 | 5 | 636 | | 552 | 575 | 821 | 45 | 63 | 33042 | '39 |
| | '38 | 259 | 222 | 866 | 2392 | 3739 | 1538 | 101 | 5167 | 143 | 927 | 581 | 8457 | 5406 | 205 | | 5611 | 24 | 522 | 10 | 339 | 560 | 369 | 130 | 49 | 19810 | '38 |
| Idaho | '39 | 174 | 154 | 505 | 1007 | 1840 | 362 | 7 | 2008 | 17 | 333 | 201 | 2928 | 1585 | 57 | 213 | 1855 | 12 | 252 | | 140 | 83 | 361 | 41 | 4 | 7516 | '39 |
| | '38 | 130 | 81 | 271 | 757 | 1239 | 301 | 11 | 1497 | 13 | 227 | 188 | 2237 | 1198 | 64 | | 1262 | 27 | 293 | 1 | 88 | 42 | 157 | 48 | 1 | 5395 | '38 |
| Illinois | '39 | 3865 | 3250 | 12039 | 21355 | 40449 | 11927 | 888 | 31582 | 1235 | 7119 | 8472 | 61223 | 23974 | 1194 | 3552 | 28720 | 256 | 3124 | 138 | 4616 | 3411 | 4780 | 373 | 75 | 147159 | '39 |
| | '38 | 2400 | 2316 | 5702 | 13697 | 24115 | 9013 | 617 | 24166 | 847 | 4981 | 5866 | 45490 | 20213 | 1013 | | 21226 | 262 | 2031 | 89 | 2596 | 3176 | 2124 | 664 | 17 | 101790 | '38 |
| Indiana | '39 | 1541 | 1549 | 4232 | 10056 | 17378 | 4283 | 215 | 14940 | 366 | 3167 | 3211 | 26162 | 11808 | 380 | 1171 | 13359 | 145 | 1605 | 28 | 1298 | 774 | 3344 | 443 | 86 | 64622 | '39 |
| | '38 | 987 | 864 | 1927 | 5867 | 9645 | 2809 | 176 | 10661 | 255 | 1939 | 1865 | 17705 | 9155 | 304 | | 9459 | 90 | 1003 | 27 | 544 | 670 | 1166 | 328 | 18 | 40655 | '38 |
| Iowa | '39 | 782 | 421 | 2548 | 5316 | 9067 | 2309 | 59 | 12868 | 131 | 1539 | 1827 | 18714 | 10926 | 202 | 990 | 12118 | 48 | 933 | 15 | 749 | 337 | 1135 | 104 | 52 | 43272 | '39 |
| | '38 | 522 | 289 | 1228 | 3916 | 5955 | 1709 | 42 | 11254 | 83 | 996 | 1285 | 15369 | 9332 | 170 | | 9502 | 81 | 696 | 19 | 497 | 376 | 585 | 211 | 6 | 33297 | '38 |
| Kansas | '39 | 606 | 359 | 1615 | 3427 | 6007 | 1674 | 55 | 9096 | 88 | 1444 | 1289 | 13646 | 6078 | 168 | 733 | 6979 | 34 | 788 | 1 | 438 | 238 | 598 | 63 | 11 | 28803 | '39 |
| | '38 | 394 | 336 | 864 | 2775 | 4369 | 1108 | 34 | 7413 | 73 | 801 | 1052 | 10481 | 5173 | 151 | | 5324 | 31 | 707 | 2 | 337 | 257 | 329 | 145 | 2 | 21984 | '38 |
| Kentucky | '39 | 543 | 336 | 1489 | 3054 | 5422 | 1339 | 78 | 6326 | 100 | 1095 | 1040 | 9978 | 4666 | 133 | 396 | 5195 | 11 | 317 | 1 | 329 | 364 | 461 | 98 | 38 | 22214 | '39 |
| | '38 | 404 | 174 | 915 | 2454 | 3947 | 941 | 46 | 5067 | 71 | 664 | 715 | 7504 | 3415 | 81 | | 3496 | 21 | 359 | 5 | 179 | 289 | 211 | 104 | 11 | 16126 | '38 |
| Louisiana | '39 | 388 | 194 | 1505 | 2852 | 4939 | 1329 | 94 | 6214 | 101 | 859 | 907 | 9495 | 6462 | 243 | 702 | 7407 | 6 | 389 | | 221 | 258 | 597 | 91 | 33 | 23435 | '39 |
| | '38 | 284 | 164 | 858 | 2170 | 3476 | 849 | 50 | 4983 | 48 | 547 | 517 | 6994 | 5153 | 180 | | 5333 | 8 | 291 | 9 | 156 | 239 | 304 | 186 | 10 | 17006 | '38 |
| Maine | '39 | 246 | 207 | 743 | 1525 | 2721 | 921 | 64 | 2620 | 110 | 678 | 905 | 5298 | 1826 | 81 | 282 | 2189 | 35 | 369 | | 277 | 220 | 260 | 122 | 6 | 11497 | '39 |
| | '38 | 199 | 159 | 460 | 1256 | 2074 | 742 | 47 | 2062 | 86 | 523 | 682 | 4142 | 1624 | 69 | | 1693 | 26 | 279 | 1 | 161 | 209 | 166 | 56 | 1 | 8809 | '38 |
| Maryland | '39 | 946 | 586 | 2168 | 5231 | 8931 | 2532 | 115 | 6689 | 228 | 1167 | 1640 | 12361 | 4784 | 126 | 454 | 5364 | 26 | 492 | 4 | 524 | 778 | 829 | 147 | 40 | 29496 | '39 |
| | '38 | 567 | 317 | 1131 | 3152 | 5167 | 1807 | 81 | 4892 | 141 | 774 | 938 | 8633 | 3148 | 93 | | 3241 | 32 | 374 | 1 | 255 | 625 | 325 | 172 | 11 | 18836 | '38 |
| Massachusetts | '39 | 1689 | 1526 | 5824 | 12519 | 21538 | 5879 | 353 | 13049 | 761 | 5783 | 4981 | 30806 | 10251 | 498 | 1297 | 12046 | 172 | 1424 | 28 | 1691 | 1959 | 1789 | 239 | 139 | 71831 | '39 |
| | '38 | 995 | 798 | 2942 | 7465 | 12200 | 4260 | 315 | 9104 | 558 | 3459 | 2647 | 20343 | 8436 | 425 | | 8861 | 102 | 980 | 40 | 1110 | 1721 | 802 | 187 | 48 | 46394 | '38 |
| Michigan | '39 | 2198 | 1767 | 9560 | 13109 | 26634 | 9076 | 399 | 21618 | 851 | 4724 | 6335 | 43003 | 26711 | 868 | 4379 | 31958 | 209 | 3113 | 138 | 1874 | 1875 | 1942 | 239 | 96 | 111081 | '39 |
| | '38 | 916 | 692 | 2063 | 5480 | 9151 | 4884 | 319 | 11762 | 446 | 2031 | 2500 | 21943 | 14556 | 675 | | 15231 | 182 | 1412 | 100 | 728 | 1046 | 500 | 220 | 19 | 50531 | '38 |
| Minnesota | '39 | 1142 | 894 | 2796 | 7012 | 11844 | 3147 | 110 | 12291 | 246 | 1675 | 2072 | 19541 | 9520 | 216 | 1176 | 10912 | 43 | 765 | 60 | 1089 | 619 | 1537 | 194 | 40 | 46624 | '39 |
| | '38 | 798 | 685 | 1626 | 6010 | 9119 | 2371 | 71 | 12593 | 136 | 1318 | 1623 | 18112 | 10179 | 256 | | 10435 | 60 | 766 | 45 | 870 | 714 | 832 | 274 | 5 | 41232 | '38 |
| Mississippi | '39 | 157 | 129 | 696 | 1549 | 2531 | 1179 | 23 | 5535 | 52 | 555 | 788 | 8132 | 4805 | 104 | 342 | 5251 | 2 | 76 | | 118 | 111 | 233 | 20 | 24 | 16498 | '39 |
| | '38 | 114 | 77 | 323 | 1167 | 1681 | 568 | 16 | 3761 | 22 | 262 | 293 | 4922 | 2943 | 72 | | 3015 | 1 | 68 | | 90 | 58 | 22 | 23 | 4 | 9884 | '38 |
| Missouri | '39 | 1251 | 1327 | 4506 | 8783 | 15867 | 3547 | 225 | 18817 | 312 | 2778 | 2691 | 28370 | 10377 | 371 | 1151 | 11899 | 87 | 782 | 4 | 1559 | 807 | 1436 | 190 | 34 | 61035 | '39 |
| | '38 | 856 | 900 | 2117 | 6053 | 9926 | 2543 | 151 | 14366 | 235 | 2040 | 1929 | 21264 | 9083 | 375 | | 9458 | 66 | 662 | 6 | 858 | 980 | 569 | 405 | 12 | 44206 | '38 |
| Montana | '39 | 313 | 147 | 645 | 1275 | 2380 | 705 | 25 | 2817 | 42 | 614 | 289 | 4492 | 2174 | 87 | 303 | 2564 | 9 | 298 | 3 | 431 | 127 | 471 | 33 | 6 | 10814 | '39 |
| | '38 | 286 | 126 | 457 | 1039 | 1908 | 582 | 15 | 2145 | 33 | 387 | 218 | 3380 | 1888 | 86 | | 1974 | 15 | 255 | 1 | 283 | 192 | 206 | 53 | 1 | 8268 | '38 |
| Nebraska | '39 | 428 | 248 | 1028 | 2423 | 4127 | 1199 | 21 | 5702 | 62 | 755 | 799 | 8529 | 5461 | 129 | 536 | 6126 | 25 | 266 | | 306 | 236 | 500 | 50 | 7 | 20189 | '39 |
| | '38 | 344 | 179 | 575 | 2155 | 3253 | 905 | 18 | 5425 | 33 | 590 | 649 | 7620 | 4924 | 152 | | 5076 | 21 | 319 | 1 | 300 | 249 | 288 | 107 | 2 | 17236 | '38 |
| Nevada | '39 | 79 | 75 | 183 | 343 | 680 | 181 | 30 | 547 | 41 | 123 | 95 | 1017 | 396 | 52 | 82 | 530 | 5 | 38 | | 82 | 105 | 91 | 14 | 1 | 2563 | '39 |
| | '38 | 47 | 41 | 139 | 219 | 446 | 161 | 16 | 412 | 38 | 107 | 82 | 816 | 374 | 46 | | 420 | 14 | 43 | | 49 | 65 | 46 | 16 | 3 | 1918 | '38 |
| New Hampshire | '39 | 123 | 163 | 574 | 1105 | 1965 | 574 | 32 | 1744 | 68 | 501 | 528 | 3447 | 1336 | 49 | 183 | 1568 | 9 | 205 | 1 | 184 | 169 | 177 | 24 | 11 | 7760 | '39 |
| | '38 | 92 | 95 | 255 | 702 | 1144 | 443 | 28 | 1227 | 56 | 299 | 322 | 2375 | 865 | 46 | | 911 | 16 | 160 | 3 | 113 | 122 | 123 | 38 | 2 | 5007 | '38 |
| New Jersey | '39 | 2278 | 1791 | 5796 | 10377 | 20242 | 5890 | 512 | 13017 | 796 | 4166 | 6104 | 30485 | 8297 | 510 | 1539 | 10346 | 100 | 1095 | 9 | 1521 | 2107 | 1831 | 331 | 72 | 68189 | '39 |
| | '38 | 1486 | 1010 | 3291 | 7005 | 12792 | 5583 | 446 | 9850 | 542 | 2693 | 3670 | 22784 | 7495 | 489 | | 7984 | 118 | 911 | 34 | 1124 | 1922 | 973 | 337 | 25 | 49004 | '38 |
| New Mexico | '39 | 177 | 71 | 427 | 708 | 1383 | 360 | 15 | 1823 | 23 | 329 | 189 | 2739 | 1199 | 56 | 194 | 1449 | 3 | 81 | | 50 | 56 | 137 | 3 | 5 | 5906 | '39 |
| | '38 | 115 | 71 | 220 | 602 | 1008 | 314 | 10 | 1368 | 18 | 176 | 142 | 2028 | 958 | 35 | | 993 | 3 | 76 | | 42 | 90 | 58 | 29 | 1 | 4328 | '38 |
| New York | '39 | 6705 | 6250 | 17733 | 34234 | 64922 | 20299 | 1690 | 34974 | 2669 | 13232 | 15486 | 88350 | 23037 | 1712 | 4902 | 29651 | 331 | 3417 | 156 | 3624 | 5511 | 4913 | 828 | 320 | 202013 | '39 |
| | '38 | 4746 | 2990 | 9802 | 23132 | 40670 | 17184 | 1435 | 28378 | 1712 | 8139 | 8584 | 63432 | 20879 | 1468 | | 22347 | 236 | 2662 | 104 | 2548 | 5520 | 2289 | 961 | 161 | 140930 | '38 |
| North Carolina | '39 | 736 | 317 | 2017 | 4595 | 7665 | 1749 | 72 | 9897 | 183 | 1272 | 1585 | 14758 | 7715 | 209 | 861 | 8785 | 2 | 785 | | 314 | 458 | 602 | 127 | 44 | 33540 | '39 |
| | '38 | 440 | 217 | 944 | 3132 | 4733 | 1447 | 61 | 6767 | 126 | 764 | 920 | 10085 | 5970 | 204 | | 6174 | 9 | 525 | 2 | 204 | 411 | 169 | 153 | 4 | 22469 | '38 |
| North Dakota | '39 | 99 | 96 | 311 | 885 | 1391 | 330 | 4 | 2194 | 10 | 277 | 182 | 2997 | 2060 | 43 | 227 | 2330 | 3 | 84 | 1 | 149 | 23 | 135 | 27 | 4 | 7144 | '39 |
| | '38 | 91 | 74 | 217 | 755 | 1137 | 284 | 7 | 2364 | 11 | 195 | 182 | 3043 | 2219 | 46 | | 2265 | 8 | 122 | | 132 | 42 | 89 | 55 | | 6893 | '38 |
| Ohio | '39 | 3343 | 3408 | 9809 | 19796 | 36356 | 8148 | 532 | 24029 | 838 | 5672 | 6995 | 46214 | 20063 | 630 | 2718 | 23461 | 373 | 2450 | 35 | 2730 | 2052 | 3870 | 896 | 130 | 118567 | '39 |
| | '38 | 2103 | 1713 | 4118 | 10317 | 18251 | 5616 | 406 | 16550 | 528 | 3350 | 4056 | 30506 | 13780 | 553 | | 14333 | 291 | 1759 | 31 | 1227 | 1839 | 1487 | 527 | 39 | 70290 | '38 |
| Oklahoma | '39 | 501 | 345 | 1681 | 2668 | 5195 | 1628 | 78 | 8117 | 164 | 1273 | 1598 | 12858 | 7593 | 257 | 773 | 8623 | 8 | 457 | 1 | 373 | 309 | 492 | 67 | 18 | 23401 | '39 |
| | '38 | 338 | 278 | 930 | 2648 | 4194 | 1464 | 97 | 7517 | 119 | 1024 | 1027 | 11248 | 6752 | 241 | | 6993 | 11 | 430 | 6 | 230 | 324 | 285 | 192 | 6 | 23919 | '38 |
| Oregon | '39 | 712 | 529 | 1375 | 2182 | 4798 | 1151 | 62 | 4460 | 149 | 903 | 1021 | 7746 | 2625 | 155 | 453 | 3233 | 97 | 357 | 28 | 743 | 285 | 723 | 147 | 42 | 18199 | '39 |
| | '38 | 404 | 307 | 805 | 1535 | 3051 | 909 | 49 | 3322 | 59 | 532 | 677 | 5548 | 2244 | 161 | | 2405 | 126 | 402 | 45 | 471 | 312 | 342 | 149 | 4 | 12855 | '38 |
| Pennsylvania | '39 | 5547 | 3952 | 10751 | 24544 | 44794 | 11568 | 736 | 28908 | 1191 | 8501 | 8530 | 59434 | 19635 | 949 | 2774 | 23358 | 349 | 2881 | 9 | 3417 | 3578 | 5415 | 613 | 145 | 143993 | '39 |
| | '38 | 3695 | 2557 | 6221 | 15957 | 28430 | 9244 | 539 | 21127 | 784 | 5340 | 5114 | 42098 | 15299 | 744 | | 16043 | 262 | 2203 | 25 | 2078 | 3214 | 2770 | 784 | 76 | 97983 | '38 |
| Rhode Island | '39 | 348 | 233 | 793 | 2359 | 3733 | 977 | 95 | 2310 | 113 | 729 | 790 | 5014 | 1792 | 85 | 258 | 2135 | 13 | 217 | 4 | 335 | 289 | 484 | 8 | 23 | 12255 | '39 |
| | '38 | 203 | 105 | 364 | 1074 | 1746 | 673 | 62 | 1412 | 76 | 449 | 384 | 3056 | 1382 | 80 | | 1462 | 6 | 115 | 4 | 142 | 266 | 177 | 26 | 7 | 7007 | '38 |
| South Carolina | '39 | 278 | 180 | 1093 | 2595 | 4146 | 847 | 38 | 5386 | 63 | 530 | 726 | 7590 | 4794 | 93 | 467 | 5354 | 4 | 521 | | 176 | 297 | 474 | 43 | 17 | 18622 | '39 |
| | '38 | 161 | 111 | 476 | 1377 | 2125 | 593 | 16 | 3236 | 42 | 283 | 397 | 4567 | 3054 | 91 | | 3145 | 10 | 386 | | 71 | 248 | 104 | 44 | 10 | 10710 | '38 |
| South Dakota | '39 | 174 | 113 | 546 | 1141 | 1974 | 419 | 3 | 2459 | 24 | 423 | 224 | 3552 | 2128 | 41 | 210 | 2379 | 6 | 111 | | 200 | 53 | 188 | 30 | 1 | 8494 | '39 |
| | '38 | 117 | 68 | 291 | 862 | 1338 | 347 | 4 | 2029 | 12 | 199 | 199 | 2790 | 1730 | 24 | | 1754 | 11 | 116 | | 157 | 58 | 100 | 33 | 1 | 6358 | '38 |
| Tennessee | '39 | 459 | 421 | 1867 | 3451 | 6198 | 1574 | 67 | 8024 | 178 | 1128 | 1082 | 12053 | 6446 | 183 | 531 | 7160 | 10 | 283 | 4 | 430 | 436 | 947 | 92 | 42 | 27655 | '39 |
| | '38 | 375 | 219 | 867 | 2483 | 3944 | 1102 | 55 | 5556 | 101 | 678 | 643 | 8135 | 4316 | 125 | | 4441 | 16 | 315 | 10 | 264 | 355 | 283 | 81 | 30 | 17874 | '38 |
| Texas | '39 | 2008 | 1109 | 7735 | 11636 | 22488 | 5911 | 438 | 24659 | 571 | 4265 | 3292 | 39136 | 24098 | 750 | 2105 | 26953 | 67 | 1448 | 6 | 972 | 1393 | 2288 | 191 | 157 | 95099 | '39 |
| | '38 | 1486 | 789 | 3224 | 9580 | 15079 | 4814 | 362 | 19862 | 439 | 3111 | 2364 | 30952 | 20481 | 729 | | 21210 | 59 | 1326 | 17 | 693 | 1405 | 1390 | 356 | 44 | 72531 | '38 |
| Utah | '39 | 153 | 229 | 595 | 964 | 1940 | 381 | 19 | 1695 | 43 | 398 | 311 | 2847 | 1535 | 73 | 171 | 1779 | 29 | 223 | 13 | 163 | 139 | 528 | 67 | | 7728 | '39 |
| | '38 | 115 | 146 | 278 | 641 | 1180 | 323 | 14 | 1379 | 30 | 224 | 227 | 2197 | 1197 | 53 | | 1250 | 35 | 158 | 6 | 106 | 121 | 218 | 81 | | 5302 | '38 |
| Vermont | '39 | 115 | 108 | 317 | 642 | 1182 | 450 | 12 | 972 | 43 | 365 | 324 | 2166 | 864 | 39 | 99 | 1002 | | 120 | 1 | 139 | 132 | 110 | 16 | 10 | 4877 | '39 |
| | '38 | 80 | 82 | 192 | 499 | 853 | 363 | 4 | 735 | 32 | 210 | 176 | 1520 | 622 | 22 | | 644 | 1 | 118 | 1 | 74 | 128 | 69 | 33 | 3 | 3444 | '38 |
| Virginia | '39 | 594 | 527 | 2153 | 4646 | 7920 | 1805 | 67 | 8849 | 147 | 1106 | 1563 | 13537 | 7594 | 193 | 703 | 8490 | 32 | 437 | 5 | 141 | 478 | 504 | 101 | 34 | 31679 | '39 |
| | '38 | 462 | 347 | 1221 | 3370 | 5400 | 1530 | 69 | 6374 | 105 | 706 | 872 | 9656 | 6059 | 198 | | 6257 | 42 | 361 | 13 | 214 | 464 | 256 | 191 | 25 | 22879 | '38 |
| Washington | '39 | 584 | 681 | 2253 | 3259 | 6777 | 1654 | 68 | 5833 | 133 | 1507 | 1262 | 10457 | 3157 | 158 | 430 | 3745 | 56 | 592 | 14 | 692 | 501 | 1148 | 107 | 58 | 24147 | '39 |
| | '38 | 488 | 434 | 1028 | 2496 | 4446 | 1235 | 61 | 3847 | 103 | 1011 | 828 | 7085 | 2640 | 175 | | 2815 | 78 | 700 | 36 | 324 | 383 | 516 | 122 | 28 | 16533 | '38 |
| West Virginia | '39 | 462 | 318 | 1084 | 2628 | 4492 | 1049 | 34 | 4443 | 102 | 749 | 665 | 7042 | 3073 | 91 | 338 | 3502 | 38 | 322 | 6 | 278 | 337 | 754 | 129 | 15 | 16915 | '39 |
| | '38 | 341 | 289 | 681 | 1935 | 3246 | 839 | 28 | 3404 | 60 | 468 | 448 | 5247 | 2228 | 83 | | 2311 | 44 | 315 | 8 | 132 | 322 | 310 | 111 | 13 | 12059 | '38 |
| Wisconsin | '39 | 1015 | 910 | 3140 | 6134 | 11199 | 3310 | 172 | 10913 | 245 | 2457 | 2454 | 19551 | 8579 | 282 | 1191 | 10052 | 99 | 1021 | 8 | 2640 | 798 | 1671 | 193 | 32 | 47264 | '39 |
| | '38 | 653 | 529 | 1630 | 4900 | 7712 | 2588 | 133 | 9189 | 128 | 1725 | 1714 | 15477 | 7882 | 223 | | 8105 | 76 | 768 | 14 | 1846 | 692 | 679 | 215 | 7 | 35591 | '38 |
| Wyoming | '39 | 150 | 90 | 366 | 630 | 1236 | 371 | 7 | 1492 | 20 | 262 | 121 | 2273 | 1135 | 55 | 204 | 1394 | 10 | 132 | 3 | 119 | 69 | 129 | 15 | 3 | 5383 | '39 |
| | '38 | 128 | 78 | 203 | 495 | 904 | 248 | 4 | 1080 | 15 | 152 | 112 | 1611 | 887 | 47 | | 934 | 9 | 104 | 1 | 85 | 82 | 69 | 81 | | 3830 | '38 |
| Dist. of Col. | '39 | 664 | 457 | 1925 | 3311 | 6357 | 1723 | 114 | 3355 | 198 | 675 | 1224 | 7289 | 3206 | 147 | 485 | 3838 | 24 | 400 | 20 | 154 | 371 | 647 | 72 | 19 | 19191 | '39 |
| | '38 | 387 | 230 | 872 | 2203 | 3692 | 1441 | 108 | 2372 | 135 | 502 | 749 | 5307 | 2294 | 124 | | 2418 | 15 | 193 | 21 | 179 | 369 | 354 | 57 | 8 | 12613 | '38 |
| Total 9 Months | '39 | 51895 | 42291 | 149466 | 282594 | 526246 | 144025 | 9384 | 448756 | 15454 | 99647 | 109407 | 826673 | 355706 | 14643 | 47434 | 417783 | 3410 | 38273 | 867 | 40146 | 38892 | 58921 | 8946 | 2519 | 1962676 | '39 |
| | '38 | 33618 | 25786 | 73234 | 189052 | 321690 | 110394 | 7490 | 337440 | 9882 | 63836 | 66595 | 595637 | 283143 | 12813 | | 296956 | 3237 | 28973 | 873 | 24590 | 35483 | 26631 | 9951 | 1121 | 1344142 | '38 |

# Chrysler-CIO Strike Parleys Will Resume Monday

## *Foremen Union's Demand Ties Up Peace Conference*

(Continued from Page 1)

union, foremen and other supervisory workers were excluded from those represented by the union. This effort to inject the foremen's union into the picture at the present time was construed by the corporation as a new approach to the question of union control of production, which the corporation has rejected up to now.

In a statement issued by the corporation last week, it was pointed out that: "An important part of the program of collective bargaining, as we understand it, centers around the grievance procedure and provides machinery for prompt settlements. In collective bargaining procedure the foreman, as management's representative, performs an essential role. It is the foreman's duty, representing management, to receive, consider and adjust his employes' grievances in the first instance. The employe or his union representative first takes up the matter with the foreman and the foreman tries to settle it then and there. * * * That being so, the common sense of the situation is that a CIO foreman, handling a grievance with a CIO workman or a CIO steward is in a contradictory position. Either he represents the CIO or he represents management. And if he represents CIO, the management loses its representative at the very point where collective bargaining begins."

The CIO-Foremen's union is purported to be a separate organization having no connection with the CIO-UAW. On the other hand, the management has pointed out that on Wednesday R. J. Thomas, president of the CIO-UAW, had issued a statement to the effect that the United Foremen and Supervisors Local Industrial Union, No. 918, CIO, had withdrawn its request for a meeting with Chrysler officials. The corporation, on the other hand, did not receive such notice until Thursday morning. This was considered as indicating a close link between the two labor organizations.

Up to the time that the foreman problem was injected into the negotiations, it seemed that most questions, with the exception of wage rates, had been adjusted or at least a basis found for adjustment. Demand for a flat increase of five cents an hour for all workers was rejected by the corporation on the ground that it was extravagant. Chrysler released figures to show that its average hourly rate to all workers, men and women included, during September was 97.6 cents an hour while the average for men only was placed at 99 cents an hour.

This rate, the corporation pointed out, was comparable with rates paid in other automotive plants and is well above the average national industrial rate of 60.3 cents per hour.

The union, on the other hand, countered that the September rate was inflated by the number of higher rate men employed during that period such as tool and die makers who are not normally employed during the production period.

In reply to the union demand for a blanket increase of five cents an hour, the corporation made a counter proposal which it considered more in keeping with practical operations. These proposals are still under consideration.

## Jan. 15 to 19 Set For SAE's Annual Meeting in Detroit

NEW YORK.—Jan. 15-19 has been selected as the date of the 1940 annual meeting of the Society of Automotive Engineers, according to John A. C. Warner, general manager of the society. Warner said the meeting's 20 technical sessions, the SAE engineering exhibit, and the annual meeting dinner are to be held at the Book-Cadillac Hotel, Detroit.

More than 2,500 automotive executives and engineers will be on hand to hear authorities reveal last-minute engineering information on automobiles, commercial vehicles, aircraft and aircraft-engines, diesel engines, fuels and lubricants, and allied subjects.

More than 30 of the industry's leading suppliers already have planned to participate in the SAE engineering exhibit, it is said.

## Cummins Diesel Service Opens New Minn. Office

MINNEAPOLIS.—Located on one of the main arteries between Minneapolis and St. Paul, Cummins Diesel Sales and Service of Minnesota has recently completed an ultra-modern, air-conditioned sales and service office.

The $15,000 building houses all equipment necessary for Cummins Diesel service work. A lot in the rear of the building extends an additional 90 feet which provides parking space for trucks and room for future expansion.

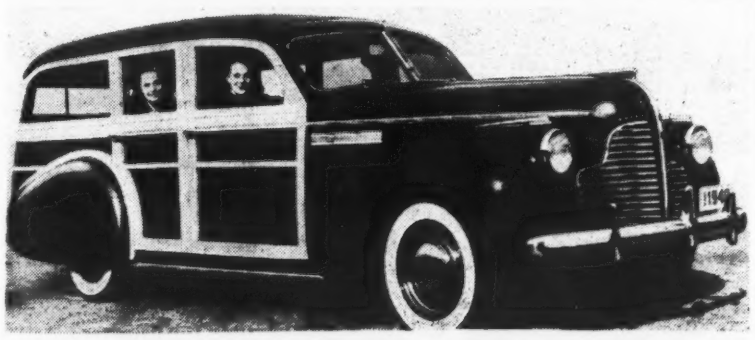
## Wheeling Steel Orders New Mills and Repairs

WHEELING, W. Va.—Wheeling Steel Corp. has placed orders for new mills and enlargement of old rolling units at the Steubenville and Yorkville (O.) plants. With electrical and other equipment, it was expected the cost of the new mills and revamping of the old would amount to several million dollars.

For the Steubenville plant, the Mesta Machine Co. will build a new four-high tandem cold mill consisting of four stands; widen the hot strip mill from a 50-inch to a 66-inch tandem unit, increasing operating speed to produce strip at the rate of 1,900 feet a minute; and widen a group of four-high tandem cold mills from 48 to 66 inches. The order for the Yorkville plant calls for twin tandem skin pass mills, two new stands and the revamping of the present skin pass mills.

### *Sweeney Is Moved*

FLINT, Mich.—Bernard H. Sweeney, former general superintendent of production control of the Fisher Body Corp.'s No. 1 plant, has been made resident manager of the Fisher Body plant at St. Louis, Mo.



NEW "ESTATE WAGON" added to Buick's line of 1940 models. The new model is built on the Series 50 Super chassis, of 121-inch wheelbase. Features are luxurious interior trim and upholstery with Foamtex rubber and full luxury springs in all seat cushions and equipment identical with that used in passenger cars of this make. Ample room for six passengers with unusually large luggage or parcel carrying capacity is provided. The new Estate Wagon is in Buick's lower medium price range.

## Strike vs. Dealers

### Lacking Cars, Va. Outlets Forced to Cut Payrolls; Buffalo Area Pleads for Peace

RICHMOND, Va.—(UTPS)—Unable to fill orders for new cars since early in September because of the Chrysler Corp. strike, two dealers in the Richmond area said they have been forced to lay off workers and trim salaries.

Edwin Vaughan, president of Vaughan-Craig, Inc., describing the situation as "terrible," said he had lowered salaries in his firm. A. L. Lawrence, of Lawrence Motor Co., said he had cut salaries, had dismissed one worker and would be forced to take further action if he couldn't get cars soon.

All dealers who handle cars made by the Chrysler Corp. said they were struggling to maintain salaries and to keep as many of their regular employes on the pay rolls as possible. Some said they were able to keep going only through the sale of used cars and by doing repair work.

Also hard hit by the strike, three Roanoke (Va.) dealers have announced general reductions in salaries and forces until deliveries can be made, according to advices received here. Similar conditions are said to obtain elsewhere in Virginia.

* * *

### Buffalo Dealers Appeal for Peace

BUFFALO, N. Y.—Taking no sides in the dispute, Buffalo area Chrysler dealers and distributors have urgently appealed for settlement of the Chrysler-CIO strike. The dispute has caused the unemployment of about 3,000 men in the Buffalo area, they said.

Speaking for 47 Erie County Chrysler, De Soto, Plymouth and Dodge dealers, Stewart Gibson, general manager of John J. Gibson Co., said the dealers have sent messages to Washington asking federal intervention in the Detroit quarrel. The dealers ask only that production be continued so that distributors will have cars to sell, he said.

## Engineer Cites Role of Color In Truck Safety

WILMINGTON, Del.—Color as applied to trucks is just as much a factor in highway safety as in reflecting a type of business, it was pointed out by Howard Ketcham, color engineer and consultant to E. I. du Pont de Nemours & Co., in a recent address before the Society of Automotive Engineers in St. Louis.

Ketcham's address was predicated on studies of color values for trucks and buses and also their adoption with a view to promoting safety through high visibility.

"Safe, efficient operation of buses and trucks demands the use of scientific coloration," he asserted. "Particularly is this true in the case of multi-passengered motor conveyances. Color is important because it affects the entire gamut of human sensations and emotions. There are literally scores of color associations that are indelibly stamped upon the conscious sense of man. In spite of this we witness countless misuses in the selection of color for commercial vehicles.

"Next to white as a finish of great value in rendering objects more discernible at night, a certain yellow has high light reflecting efficiency. The color combination recognized by the National Conference on Street and Highway Safety is federal yellow for a background with black letters. Consequently, federal yellow and black markings are regarded as the most distinctive color grouping that can be applied to truck ends to increase visibility and to help diminish the number of serious rear-end collisions. Other color groupings that have been tested and found effective from the point of view of distance and speed are green, blue, or red lettering on white.

## Canada Stiffens Carrier Rules

VANCOUVER, B. C.—All motor carriers in British Columbia, whether engaged in passenger or freight business, are to be brought under the public utilities commission by a bill introduced in the legislature by Premier Pattullo.

Formerly the public works department had control over public carriers. Jurisdiction is being transferred to the commission, and its powers of control are being clarified and extended by the measure.

The commission will have power to force submission of all documents and information concerning the business of a license-holder, in connection with the operation of a motor carrier. Discriminatory rates are forbidden. A license-holder can neither grant or receive preferential rates. Thus no garage nor mechanical repair shop can give advantageous rates to operators of public carriers.

## Offering Tannic-Acid Preparation for Burns

NEW YORK.—The tannic acid treatment for burns, which is preferred by most physicians and hospitals, has been made available for use in first-aid work by the Davis Emergency Equipment Co. here.

## Buick to Offer 'Estate Wagon' In Line for '40

FLINT, Mich.—Introduction of a new "Estate Wagon" as an addition to the 1940 line of Buick models was announced today by Harlow H. Curtice, president of the Buick division of General Motors Corp. The new model, which is of the regular station wagon type, but designed and equipped to luxury standards, was developed as a result of increasing demand for this type of motor equipment on the Buick chassis, Curtice said.

Initial production already has started to fill immediate retail requirements, he said, and it is planned to build a substantial quantity of the Estate Wagons during the 1940 model season.

The new Estate Wagon is in the Buick lower medium price group with an advertised delivered price at the factory of $1,242. It has a deluxe two-seater, six-passenger, four-door body, characterized by luxurious interior trim, upholstering and equipment and having unusually large luggage and carrying capacity of 52.8 cubic feet.

The new model is built on the new Buick Series 50 Super chassis, the wide frame of which permits the construction of a body having exceptional width and roominess. Both front and rear seats will seat three passengers comfortably, while an additional passenger can ride in the rear seat when necessary.

The car is powered by the Series 50 valve-in-head straight eight engine, developing 107 horsepower at 3,400 rpm, while hood, instrument panel, cowl and sheet metal are of the new streamlined design developed for the popular Series 50 Super and Series 70 Roadmaster Buick passenger cars. The same radiator grille used in passenger car construction having wide spaced, heavy horizontal bars placed to include the catwalk section of the front end, is utilized on the Estate Wagon.

### *Opens New Dealership*

ALBUQUERQUE, N.M.—Ralph Jones has opened a new Ford dealership here under the name of the Jones Motor Co. He came to Albuquerque from Springer, where he conducted a Ford dealership for the past 11 years.

## Swope, Young Retire From GE; Wilson Advances

SCHENECTADY, N. Y.—Charles E. Wilson, executive vice-president, has been elected president and Philip D. Reed, assistant to the president, has been elected chairman of the board of directors of the General Electric Co.

They will take over their new responsibilities Jan. 1, succeeding Gerard Swope and Owen D. Young, who will become honorary president and honorary chairman of the board, respectively.

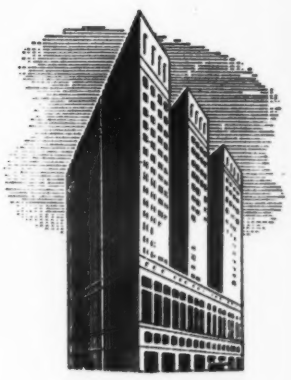
In a jointly-signed letter to the board, Young and Swope explained that when on May 16, 1922, they took office, they had indicated "our view that it would contribute to the morale and effectiveness of the organization if as a general rule men in important administrative positions would consider retirement when they reached the age of 65."


P

CENTRAL

● but three minutes, afoot, from leading stores, banks, shops and office buildings

● only five minutes, by cab, to any Chicago station



THE PALMER HOUSE

CHICAGO

☆

EDWARD T. LAWLESS

MANAGER

# "Who, Me?" MY AUTO-BIOGRAPHY

THE SAGA OF THE FIRST 100 YEARS ON RUBBER

**By Chris Sinsabaugh**

### *Chapter XLVII—The Transcontinental Trail*

Publicity was one of the principal activities of the association. Its leaders felt that the more public attention concentrated upon the Lincoln Highway, the more traffic developed over the route, the more interest aroused in it locally and nationally, the greater the opportunity to bring about the improvement of those sections which were impassable or difficult.

For years the association officials traversed the route, making speeches, taking pictures, conferring with highway authorities, local automobile clubs and organizations of business men in every community as well as the press. Communities along the route, beginning to taste the benefits of tourist traffic, were organized for effective propaganda and gradually a coast-to-coast highway resulted. By 1925 it was thoroughly passable for the 3,000 miles from coast to coast and the association ceased its active efforts, feeling that from then on continued broadening, straightening and hard surfacing would follow, as it has.

### *Dream Is Fulfilled*

Three hundred miles have been cut from its total length in a quarter century of improvement, largely by the removal of kinks and the opening of new bridges. There was not a mile of hard surface outside of city limits on the route laid down in 1913, and only 560 miles of macadam—most of this east of Pittsburgh. West of Pittsburgh, the highway was "a red line on the map" and little more. Today the Lincoln Highway, continuously improved from Times Square to the Golden Gate Bridge, is largely lost in the national interstate highway system its founders originally visualized and which has come to pass far sooner than any of its early promoters believed possible.

America has made fast strides toward an adequate interstate highway system in the past 25 years and much of the credit for our present system, over which are operated 30,000,000 motor vehicles, must be given to the "visionaries" who back in 1912-13 began to stir the imagination of the American people and fight for the necessary legislation which has given the United States the rights of way upon which its tremendous investment in transportation equipment can be economically operated.

It is interesting in retrospect to realize that Carl Fisher's original estimate of the cost of a proper highway from New York to San Francisco—10 million dollars or about $3,500 a mile—was less than one-eighth the cost of building the bridge across the bay which now carries Lincoln Highway traffic into San Francisco. Estimates vary, but authorities seem agreed that the total cost of the completed Lincoln Highway as it stands today, including the San Francisco Bay Bridge and the Hudson Tubes, is over 300 million dollars, or approximately $100,000 a mile!

Its work completed, the Lincoln Highway Assn. no longer is active. Uncle Sam is looking after the job it started and is doing right well. The association's last meeting was held Dec. 31, 1927; when it adjourned sine die, with the following officers and directors: F. A. Seiberling, president; Henry B. Joy, vice-president; Carl G. Fisher, vice-president; Roy D. Chapin, vice-president; Austin F. Bement, vice-president; Emory W. Clark, treasurer; Gael S. Hoag, secretary, and B. F. Affleck, W. C. Durant, E. S. Evans, Edsel B. Ford, Alvan Macauley, Charles S. Mott, W. O. Rutherford, Col. Sidney D. Waldon, and John N. Willys, directors. Since then Mr. Joy, Mr. Fisher, Mr. Chapin, Mr. Rutherford and Mr. Willys have died.

### *Honor Roll of Workers*

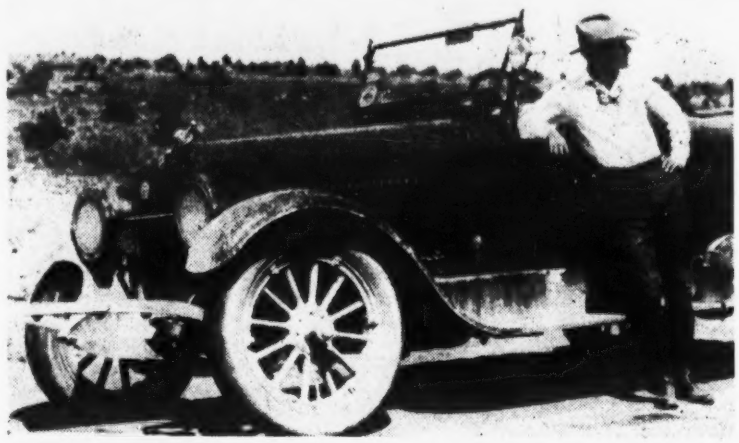
There have been but two presidents of the association—Henry B. Joy and Frank Seiberling, the latter the prominent tire manufacturer who still holds the title, having served as president during two-thirds of the association's existence.

On the honor roll also belong other workers like A. R. Pardington, first general manager, who died in 1915, Austin Bement, who was executive secretary in the association's formative years and who now is vice-president and general manager of Grace & Bement, advertising agency in Detroit; Gael Hoag, who succeeded Bement as executive secretary, and still holds the title; A. L. Westgard, an early pathfinder, Henry C. Ostermann and hundreds of other enthusiasts who served as local consuls.

Undoubtedly it was the financial backing given the project by the automobile industry in the formative days of the association that made possible the construction of the highway. Among the major contributions were: United States Rubber Co., $130,000; General Motors Corp., $100,000; Goodyear Tire & Rubber Co., $75,000; Willys-Overland Co., $50,000; Carl G. Fisher, $25,000, and Frank Seiberling, then president of Goodyear, $25,000.

Nowadays the average motorist can drive the Lincoln Highway from coast to coast in about 13 days and do it easily. The American Automobile Assn. has it figured out at 300 hours or 2¾ hours driving time at 30 miles per hour for each 100 miles. The famous "Cannonball" Baker of Indianapolis, who claims to have made 118 round trips from coast to coast since 1906 in his automobile and motorcycle record trials is generally credited with holding the speed mark from the Atlantic to the Pacific. He drove a Graham from New York City to Los Angeles in 53½ hours in 1933, he claims. But it was different 40 years ago, the annals showing that in 1898 it took J. M. Murdock of Johnstown, Pa., 32 days to drive from Los Angeles to New York City. In 1902, Packard sent out an expedition in "Old Pacific" with Tom Fetch doing the driving and with M. C. Krarup as a companion, going from San Francisco to New York in 52 days.

EDITOR'S NOTE: *This is the forty-seventh instalment of Chris Sinsabaugh's memoirs. Succeeding chapters will appear in subsequent issues of* AUTOMOTIVE NEWS.



*AUSTIN F. BEMENT, of Detroit, was executive secretary of the Lincoln Highway for years and still is a vice-president. Bement's early work on this job consisted of cross-country trips, pathfinding, making speeches, securing the cooperation of motorists in working for the highway and keeping up the enthusiasm of the country for the project. Here is shown Bement alongside his official Studebaker car on one of those trips.*

# *Auxiliary Motor in Trailer Helps Truck to Climb Hills*

Special to Automotive News

CHARLOTTE, N. C.—An auxiliary motor that will double the power propelling a truck and its trailer, so that it will roll faster up hill, is announced here by I. W. Simpkins and E. R. Nelson, president and chief engineer, respectively, of the Power Brake Co.

After long experimenting Simpkins and Nelson attached their auxiliary motor to a Mack truck carrying a frameless trailer and it worked well, carrying the load (weight of truck and trailer included) of 40,000 pounds up hill.

The Simpkins-Nelson auxiliary motor is attached to the rear axle of the trailer, and when in action rests on its own two wheels. It is capable of generating 100 horsepower, and when operating in unison with the truck's main motor, the vehicle (the Mack truck) is propelled by 210 horsepower. The operator can manipulate the auxiliary with the controls within reach of the driver's seat.

The 210-horsepower engine of the truck moves the load over the level highways at a speed of 40 miles per hour. When the truck hits a grade of five percent or more the auxiliary motor goes into action. Its two wheels drop to the road, pick up traction and the motor transport continues to maintain its speed up hill. The wheels are completely beneath the trailer, and are cushioned so that they can take the bumps that may be in the roadbed. The auxiliary motor can be attached to any trailer in 20 minutes, says Simpkins.

When the driver comes to a hill, instead of going into second gear, he turns on the auxiliary.

The extra engine not only conserves gasoline while maintaining normal speed for the vehicle, Simpkins claims, but it also aids in highway safety because it does not slow down traffic. It makes it possible to take on an extra load of 5,000 pounds without extra motor weight to carry the load, he says.

## Super-Highway From Washington To Boston Urged

TRENTON, N. J.—State Highway Commissioner E. Donald Sterner announced here that he has been urging construction of the long-proposed modern super-highway between Boston and Washington and has been assured of active support at Washington in enlisting the joint co-operation of the congressional delegations from the states through which the road would pass.

Sterner said he planned to go to Washington to discuss the proposed route with various government officials whose agencies are vitally concerned with the improvement of motor transportation along the North Atlantic seaboard.

While there has been agitation, off and on, during the past 10 years for the building of a modern and complete highway from Boston to Washington, Sterner believes the time has arrived to give most serious consideration to the project for a number of reasons, chief of which are military purposes and economic necessity.

### *Big Trailer Order*

KANSAS CITY.—Riss & Co. has received the first of an order of a fleet of 50 streamlined stainless steel trailers, manufactured by the Budd Mfg. Co. of Philadelphia and parts shipped to Kansas City for assembly by the Stainless Steel Co. The remainder of the order will be delivered at the rate of five a week until the order is filled. Eventually, the entire fleet of 160 Riss & Co. trailers will be streamlined.

## Pa. Truck Head Cites Need for Better Highways

HARRISBURG, Pa.—(UTPS).—A crying need exists for improvements of main highways in Pennsylvania to meet the demands of modern traffic, which every day are growing greater, according to H. D. Gibbs, president of the Pennsylvania Motor Truck Assn., Inc.

"No one knows better than the trucker the need for more and wider main highways that exist in almost every part of the state," Gibbs asserted. "Often motorists are heard to complain of being held up by slow moving trucks proceeding up the hills of the state. Nine times out of 10 the truck actually is not to blame, but the narrow width of the roadway is the cause for any such delays. The truck drivers themselves don't want to delay passenger travel, any more than they want to be delayed in getting their shipments rapidly to its destination.

"The average motorist who complains of being delayed by trucks fails, in most cases, to consider the importance to his own welfare to the truck and the indispensable service it performs in transporting commodities over the highways. He does not stop to consider how many of the things he eats, wears, or otherwise uses are brought to his door step by the motor truck.

"It is not always recognized that slow moving cars and concentration of traffic involving no trucks at all also account for many traffic delays."

## Scandinavia Sales Hinge on Gasoline

SOUTH BEND.—According to Sidney H. Diman, Studebaker export representative for Scandinavia, who arrived here recently from Stockholm, the lifting of restrictions on the use of gasoline is beginning and a partial resumption of automobile business in Scandinavia appears imminent provided outside political elements do not interfere.

S. H. Diman

"Studebaker volume and the automobile business generally in Finland, Norway and Sweden had reached near-boom proportions at the outbreak of the war," Diman said. "However, with only about 10 weeks' supply of gasoline available based on normal consumption when hostilities began, the governments of these countries were forced to place a ban on its use by the public in order to safeguard the interests of their armies. As a result automobile sales fell off to almost nothing immediately.

"Since there are only about two refineries in this whole territory and nearby England was supplying about 90 percent of the needs, these countries not expecting war so suddenly, had not provided for ample storage facilities to accommodate sufficient gasoline reserves for a continuing demand. But on my leaving Stockholm, work was being rushed on adequate storehouses. When and if these are completed and amply filled, normal automobile business should be resumed."

## Virginia to Build Walks Along Roads

RICHMOND, Va.—(UTPS)—Building of sidewalks along highways, urged for many years, is getting under way in Virginia. The Virginia highway commission recently allocated $30,000 for the construction of such sidewalks in Elizabeth City County during the fiscal year which begins July 1 next.

At the state highway department it was stated that this construction will be carried out under the provisions of a statute which authorizes the state commission to construct highway sidewalks where counties or other communities agree to bear 50 percent of the cost.

# Sparks By Chris Sinsabaugh

(Continued from Page 1)

in the field of lowest and low-priced cars, and in support of this they point with pride to the fact that whereas Hudson had around 2 percent of the industry business as a whole last spring, at the present time this percentage has jumped to better than 4 percent nationally. Wayne County, Mich., is giving Hudson strong support, the Pratt-James duo declared. Wayne County, you know, is supposed to be sort of a national barometer for the automobile business. Yard-sticking Wayne County, they recited that in the first three weeks of '38 153 units were sold which represented 4 percent of the business of the industry as a whole; the same time this year the percentage was jumped to 7.44 because of the sale of 411 Hudsons.

* * *

NOVEMBER factory shipments are showing even better results than October and the latter was not to be sneezed at. October, it was revealed, produced 13,115 shipments, whereas when the huddle was held November shipments up to date with dealer commitments for the rest of the month promised a November total of about 14,000 cars.

* * *

THE PRATT, James, Byrne and Beeching quartet with wired information from Howard Grove on the coast, gave me another earful when they looked over their list and announced that so far in the new model season 476 new dealers have been appointed, bringing the U. S. count up to 2,565. Taking the world as a whole Hudson claims more than 4,000 retail outlets.

* * *

THE MAN from whom I bought my first high-wheeled bicycle 50 years ago, died the other day in his native Scotland aged 88. Which makes me feel sorta old myself. But if I can enjoy the beautiful twilight ending of a well spent life that Bob Garden did I'll be satisfied. For Bob came to the end of the road like a gentleman unafraid. His life had been a most interesting one and he was one of those veterans who had been prominent not only in the bicycle business but also in the automobile industry. There are few of them left in this Grand Army of the Republic of ours.

When I first knew Bob I still was a cub reporter on the *Chicago Daily News* and he was then manager of the Chicago branch of the Pope Mfg. Co., selling Columbia bicycles. He was a progressive sort of a chap for those days and he had achieved national fame through the promotion of the Pullman road race, which started in front of the Auditorium Hotel in Chicago and went to Pullman, a distance of some 12 miles.

The first race was run in 1886 and the winner of it, Joe Crennan, now is a resident of Detroit, who tells of how, when he climbed off his wheel at the finish, a tot of a girl rushed up and kissed him. She was Mary Garden, daughter of the promoter, who later was to become the world-famous opera singer. The Pullman became the nation's road racing classic and in the later years, when I handicapped it, I allotted starts to more than 500 riders.

* * *

NATURALLY, when the bicycle business flopped and the automobile industry came into being, Bob went with it and for more than 20 years he sold Pierce-Arrows in New York. At the time of his retirement he had just about used up his allotted three score years and 10, so after that he took it easy, winding up his late years in Europe.

It was only a year ago, when he was in France, that he wrote to one of his old Pierce-Arrow distributors, Archie Hughes of Philadelphia, who kept up a correspondence with him, and I got a peep at the letter because of a personal reference. He wrote: "I have a fairly clear recollection of Sinsabaugh, a slim, bright youngster, clever with his pen and I think was on the staff of *Bearings*. I understand Sinsabaugh still is in the literary field and writing with a diction just as clear and facile as he did 40 years ago.

"I recall Jimmy Levy (Chicago's veteran Buick dealer now) as a ruddy faced, dark haired Jewish boy, and Charley Howard (California Buick distributor) a likely lad who traveled for the Western Wheel Works (a Chicago concern making the Crescent bicycle, the Ford of its time) who was a nephew of Lindsay Coleman, president of the company. But I didn't know he had landed in California and must now, among other proofs of prosperity, be owner of the famous race horse, Seabiscuit."

* * *

WHILE THE Auburn Automobile Co. ceased building motor cars in the fall of 1937, Roy Faulkner calls attention to the fact that its big plant at Connersville is still in operation and completely equipped to stamp, fabricate and manufacture steel products. Among the products being manufactured for others there are the Pak-Age frequent-stop delivery trucks, C.O.E. cab truck chassis, metal cabinets, refrigerators and things of that sort.

The Connersville plant, which had a capacity for turning out 265 Auburns a day, has 775,000 square feet of space and Faulkner says that its equipment has a valuation in excess of $1,000,000.

## They're Nuts to You But Fuel to Lorry

**LONDON.—(UTPS).—"Nuts," was the answer given by the driver of a 3½-ton lorry when asked what fuel he had used on a long test run in England recently. He was not being rude, just truthful, for the lorry had finished the test fueled entirely by oil from groundnut or monkey nuts.**

**Success of the test is reported by Capt. M. J. Walton, of Lever Bros., Port Sunlight, who is an expert on motor fuel obtained from Empire and home-grown crops.**

## Used Cars Sales By Studebaker Dealers Hit Peak

SOUTH BEND.—Studebaker dealers' sale of used cars during October reached an all time high of 19,256 units, according to Geo. D. Keller, vice-president in charge of sales. October was also the biggest new car delivery month for the corporation's dealers since 1929.

Current used car stocks of dealers represent a 31 days' supply, equivalent to supplies on hand at the end of June, the preceding record month of the year.

Since early spring, dealers' used car turnover has been at the most rapid rate in the corporation's history. The average day's supply of used cars on hand as of the close of each month for 1938 and 1939 follows:

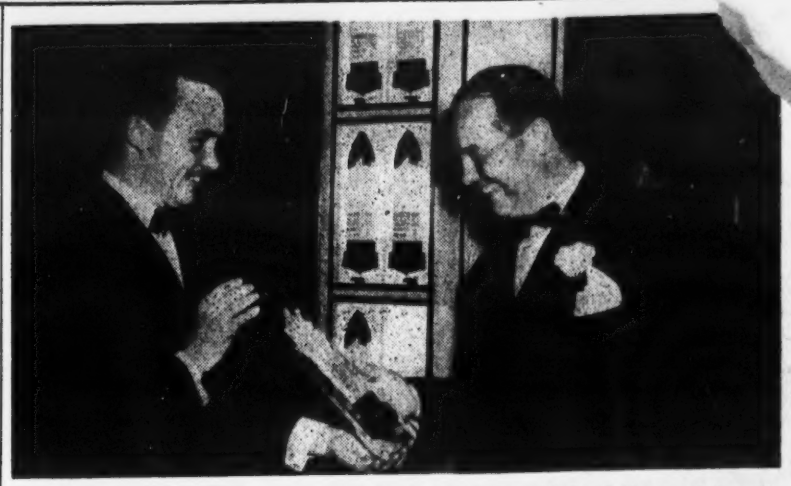
| | 1939 | 1938 |
|---|---|---|
| March | 39 days' supply | 49 days' supply |
| April | 34 days' supply | 55 days' supply |
| May | 34 days' supply | 52 days' supply |
| June | 31 days' supply | 49 days' supply |
| July | 34 days' supply | 47 days' supply |
| August | 34 days' supply | 52 days' supply |
| September | 36 days' supply | 49 days' supply |
| October | 31 days' supply | 55 days' supply |

The excellent used car position of Studebaker dealers has been largely influenced by the intensive used car merchandising program inaugurated during January of this year, Keller said. This program, which has been made available to dealers in a series of 12 "Merchandiser Books" describing hundreds of tested merchandising plans, enables each dealer to work out a localized turnover plan resulting not only in faster used car movement, but in the ability to make more new car deals than would be possible with slower used car turnover.

Likewise, because approximately 61 percent of Studebaker sales of the new Studebaker Champion have been "switch business" from popular "lowest price" car owners, dealers have been in a position to offer the used car public a wide and varied selection of highly desirable late model used merchandise which has been an important factor in speeding up turnover.

### *Fuel Sales Rise*

ST. LOUIS.—Gasoline taxes collected during September totaled $1,160,745, bringing collections for the first nine months of 1939 to $9,700,550, according to Roy Cherry, state oils inspector. The September collection was an increase of $71,412 over the same month in 1938. The nine-month total was an increase of $675,273 over the same period in 1938.



**INSTRUMENT PANEL of the 1940 Nash has been adjudged the most beautiful of the year by a committee of stylists, who selected the Nash panel for the annual award of Modern Plastics magazine. Shown accepting the award for the Nash-Kelvinator Corp. is George Walker, right, industrial stylist, who collaborated in designing the 1940 Nash cars. The presentation of the award was made by Richard Lougee of Modern Plastics in New York**

# *Wall Street Sees Increase In Business for Early '40*

Special to Automotive News

NEW YORK.—The chief topic of speculation in Wall Street today is the business prospect for the first quarter of 1940. There appears to be general agreement that for all of next year, industrial activity will establish an increase over 1939. Just as general, however, is the expectation that there will be something of a letdown in the first three months of that year.

The question demanding the chief attention is: How great will be the decline in production and sales next quarter? There is plenty of divergence in the answers to this question, except there are few who appear to believe the slowing down will be much more than a dip. No one seems to think the downturn will be precipitate.

Much depends on the size of inventories at the end of the year, both of raw materials and finished goods. Had the piling up of inventories continued at the pace which prevailed during September in the early weeks of the European war, severe dislocation undoubtedly would have resulted.

But the remarkable control over prices which has been exercised by industry has served to check the forward buying and preserve a better balance than was believed possible some weeks ago. With prices holding steady and actually declining in some instances, there has not been the incentive for piling up inventories that was anticipated. This should mean that when the correction comes, probably in the early months of 1940, it will not be severe enough to touch off liquidation and unemployment such as accompanied the correction in late 1937 following a considerable period of rising prices and heavy forward buying.

As to the stock market, one of the factors believed here to have been holding it down is the reported steady selling of securities held by foreigners. These securities are being sold, it is said, to obtain British and French exchange balances with which to make purchases of supplies in this country. While the orderly manner in which the foreign selling appears to be proceeding has prevented a "break" in the stock market, it also has served to prevent over recent weeks a rise in security prices. At the same time, the uncertainty over the amount of recession to be expected in the first quarter of next year is a likely factor in the failure of shares to make any more headway than has been shown.

**STOCK PRICE AVERAGES**

| | Previous Week | Latest Week | Change | Year Ago |
|---|---|---|---|---|
| 24 motors | 37.38 | 37.52 | +0.14 | 33.02 |
| 10 car-truck co.'s | 40.09 | 40.13 | +0.13 | 33.78 |
| 10 parts-access. | 27.50 | 26.96 | —0.54 | 28.03 |
| 4 tire-rubbers | 22.90 | 24.27 | +1.37 | 29.33 |

## Texas Truckers Organize to Fight Load Restrictions

SAN ANTONIO, Tex.—South Texas truckers, faced with a desperate situation as crops move slowly to markets due to the 7,000-pound load limit in Texas, have organized the Growers and Truckers Protective League and have inaugurated a vigorous campaign against the restrictions curbing their operations.

Railroad rates, it is claimed, are too high, and because of the low load limit, truckers from other states cannot truck a load and make a profit.

Several legal battles have developed, with truckers and state officials about even in scores. In cases brought to trial there have been several convictions and acquittals. A lack of a sufficient number of highway patrolmen for the state has enabled some truckers to slip by the barricade set up by officers, while officers were in court trying those already arrested.

Through several sessions of the Texas legislature efforts have been made to increase the load limit on trucks, which is the lowest in the country, but thus far such efforts have been unsuccessful. A bill introduced at the last session of the legislature lost only after a bitter and prolonged fight.

## N.Y. Truck Driver Hours Law Valid

ALBANY, N. Y.—Validity of a New York state law prohibiting truck drivers from working more than 10 hours in 24 hours was upheld here Nov. 21 by the State Court of Appeals in a decision rejecting the contention of a convicted driver that the law's provisions forced him to give evidence against himself.

The appeals court upheld conviction of Frank Creeden of New Hampton, Orange county, in May, 1937, for allegedly driving 11 hours without rest. The arresting officer admitted that his only evidence was the time card which the law requires truck drivers to keep and show policemen. Opinion of the court was handed down by Judge Loughran. Judge Rippey dissented.

## Belling Is Appointed Fram Sales Manager

EAST PROVIDENCE, R. I.—Appointment of T. H. (Ted) Belling as general sales manager is announced by Steven B. Wilson, president of Fleming Mfg. Co., manufacturers of the Fram oil and motor cleaner.

T. H. Belling

Belling has been with the Black & Decker Mfg. Co. for the past 17 years. He was formerly assistant sales manager and for the past five years has been Chicago branch manager of both Black & Decker and Van Dorn Mfg. Co.

# *MEWA Will Add Displays For Its Conclave Dec. 8-9*

Special to Automotive News

CHICAGO.—Motor and Equipment Wholesalers Assn. will supplement a program of speech-making and group meetings with a bit of showmanship at its annual convention Dec. 8-9 at the Stevens hotel here.

The program committee has arranged for what it labels "Progress Junction," an exhibit including a setup of a specimen parts depot or small branch outlet for the benefit of jobbers attending the convention.

The headline speaker at the opening session will be Congressman Wright Patman of Texas. The afternoon session will be given over to product group committees to give members a better understanding of 1940 merchandise, the most up-to-date methods of selling it, and an appreciation of the market potentials.

Scheduled for the evening is the association's annual "Gold Star" dinner, with Dr. Preston Bradley, Chicago minister, radio speaker and author, as the speaker.

The Dec. 9 sessions will be addressed by Arthur G. Drefs, vice-president and Treasurer of McQuay-Norris Mfg. Co., and John R. Lyman, of the market-research division, U. S. department of commerce.

Meetings of directors and committees will precede the convention Dec. 6-7. The event for Dec. 10 will be a reception of presidents in the afternoon. Another meeting of the board is set for Dec. 13 during the Automotive Industries Show period.

## Uniform Tax Adopted For Liquefied Gases

WASHINGTON.—Several states, including Illinois, Kansas, New Jersey, New Mexico and Oklahoma, have adopted a uniform law taxing the liquefied gases, butane and propane, when they are used to operate motor vehicles on the highways, the Federation of Tax Administrators reported last week.

The new taxes in these states run from three to five cents a gallon, following the same rates as the state tax on gasoline.

### *New Catalog Ready*

CHICAGO.—A new 16-page timing gear catalog has just been issued by the Hoof Products Co., covering specifications on Hoof Textolite and Metal Timing Gears. It's Catalog No. 910.


. . . IN BOSTON

HOTEL KENMORE

Commonwealth Avenue at Kenmore Square

Where you will meet the men in the industry—the KENMORE is located on Automobile Row.

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- Ample parking space
- Cozy lounge bar

L. E. WITNEY, *Managing Director*

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# . . . THE VENTILATED VELVET CLOTH OF TOMORROW!

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**Volume production, modernized equipment and improved methods have all contributed to the luxurious, durable new upholstery cloths that make their debut with the 1940's.**

**For this latest contribution to the greater driving comfort of the American public, we are thankful for the material encouragement and skilled technical assistance of the motor car manufacturer.**

**If it's Velmo or its equal, the car comes up smiling at trade-in time.**

*For your information: Write for "They Always Open the Door First" and "On the Spot" booklets.*

CHASE *L. C. CHASE AND COMPANY*
*selling division of Goodall Sanford Industries, Sanford, Me.; Reading, Mass.*

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**YEAR-ROUND COMFORT • DURABLE**
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